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ABSTRACT

This report presents the major Development Achievements for Fiscal Year (FY) 1993 of Pittsburg State University (PSU) in Kansas and provides a comparison with 150 other comprehensive public universities reporting to the Council for Aid to Education (CFAE). Among its conclusions are that PSU ranked 27th (top 18 percent) among the comparable institutions in total private support ($3.6 million), that PSU experienced increased effectiveness in solicitation from alumni donors (20 percent of total private support), and that business support amounted to 29 percent of total private support. Chapters devoted to annual giving and planned giving as well as the PSU Foundation provide further information about development activities. Development plans for fiscal year 1994 are also presented. Appendices (comprising over half the report) include the following: (1) annual development calendars; (2) comparative CFAE tables; (3) office of research proposals and grants; (4) alumni statistics reported to the Council for Aid to Education; (5) Phonathon report; (6) class agent program; (7) senior class gift program; (8) PSU publications; (9) bequests to PSU foundation cumulative record; (10) PSU foundation endowed scholarship accounts; (11) PSU foundation athletic endowment; (12) Centennial 2003 vision; (13) PSU foundation board of trustees; (14) PSU foundation by-laws; (15) PSU foundation FY 1992 endowment study; (16) volunteers on PSU advisory councils; and (17) student education programs in alumni/development. (JB)

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DEVELOPMENT ACHIEVEMENTS

FISCAL YEAR 1993

PITTSBURG STATE UNIVERSITY

PITTSBURG, KANSAS

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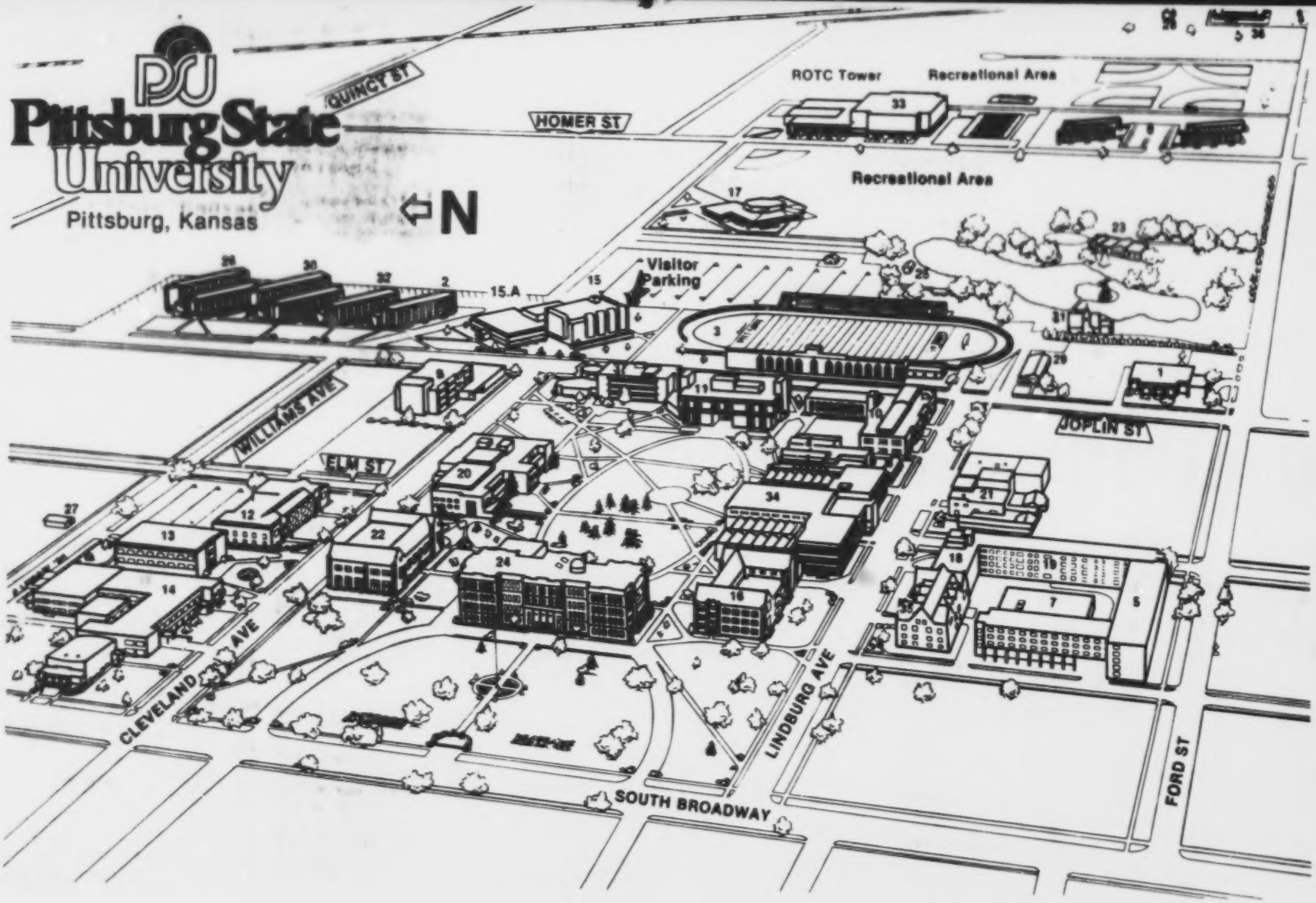
PITTSBURG STATE UNIVERSITY DEVELOPMENT
ACHIEVEMENTS FOR FISCAL YEAR 1993

JOSEPH G. SMOOT
VICE PRESIDENT FOR DEVELOPMENT

PITTSBURG STATE UNIVERSITY
PITTSBURG, KANSAS



CAMPUS MAP

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LOCATOR KEY ON BACK

1. Alumni Center
- Alumni Relations & Development
- Bulk Mail/Demographic Services
- PSU Foundation, Inc

2. Bowen Hall
- Co-ed Residence Hall

3. Brandenburg Field
- Carnie Smith Stadium
- Prentice Gudgen Track
- August and Helen Rua Pressbox

4. Chandler Hall
- Home Economics *Rm 101*

5. Dellinger Hall
- Co-Ed Residence Hall

6. East Campus Apartments
- Family Housing

7. Gibson Dining Hall
- Dining Room for all Residence Halls

8. Greenhouse

9. Grubbs Hall-College of Arts and Sciences
- Dean *Rm 311*
- Communication *Rm 434*
- Debate/Forensics *Rm 210*
- English *Rm 425*
- Foreign Languages *Rm 428*
- Instructional Media Labs *Rms 201, 203*
- International Student Services *Rm 405*
- Television Studio/Radio Lab *Rm 215*
- Writing Center *Rm 101*

10. Hartman Hall
- Technical Education Center Programs
  - Air Conditioning/Refrigeration *Rm 206*
  - Electricity *Rm 214*
  - Electronics *Rm 211*
  - Welding *Rm 108*
- Industrial Arts and Technology Programs
  - Auto Body *Rm 104*
  - Auto Mechanics *Rm 106*
- Instructional Media *Rm 332*
- Reserve Officers' Training Corps (ROTC) *Rm 201*

11. Heckert-Wells Hall
- Biology *Rm 228a*
- Chemistry *Rm 104b*
- Herbarium *Rm 301*
- Nature Quest *Rm 327*
- Raptor Reach *Rm 327*

12. Horace Mann Building
- Storage Facility

13. Hughes Hall-School of Education
- Associate Dean *Rm 115*
- Center for Educational Services, Evaluation and Research *Rm 110*
- Curriculum Laboratory *Rm 86*
- Curriculum and Instruction *Rm 201*
- Dean *Rm 116*
- Psychology & Counseling *Rm 112*
- Research Computer Lab *Rm 113*
- Special Services and Administrative Studies *Rm 110*
- Teacher Education Computer Laboratory *Rm 316*

14. Gladys A. Kelce School of Business
- Academic Advisement (Kelce School) *Rm 102*
- Accounting Lab *Rm 209*
- Academic Computing Coordinator *Rm 151*
- Accounting *Rm 201*
- Business Administration *Rm 110*
- University Computer Lab *Rm 153*
- Dean *Rm 101*
- Computer Science/Information Systems *Rm 223*
- Economics, Finance and Banking *Rm 211*
- *Journal of Management Issues* *Rm 211*
- Management Information Systems (Computing Center) *Rm 157*
- MBA Program Director *Rm 101*
- Microcomputer Laboratory *Rm 103*
- Technical Education Air Conditioning/Refrigeration Program *Rm 013*

15. Axe Library
- Learning Resources Dean *1st Floor*
- Government Documents Center, Haldeman-Julius Collection, Special Collections and Displays, University Archives *3rd Floor*

15A. University Bookstore

16. McCray Hall
- Department of Music *Rm 103*

17. McPherson Nurse Education Building
- Nursing *Rm 101*

18. Mitchell Hall
- Residence Hall undergoing repairs

19. Nation Hall
- Women's Residence Hall

20. Overman Student Center
- Director
- Program Office
- Ticket Office
- Student Activities Council
- Student Government Association
- Collegio/KANZA

21. Physical Plant/Post Office
- Building & Grounds Maintenance
- Director *Rm 100*
- University Car Pool/ Car Scheduling *Rm 100*
- University Mail Room/Post Office

22. Porter Hall
- Art *Rm 101*
- University Art Gallery

23. President's Home

24. Russ Hall
- Academic Affairs VP *Rm 203*
- Admissions *Rm 110*
- Budget *Rm 209*
- Business *Rm 230*
- Business & Fiscal Affairs VP *Rm 204*
- Career Planning & Placement Services *Rm 216*
- Cashier/Student Loans *Rm 233*
- Continuing Studies *Rm 215*
- Counseling Center *Rm 134*
- Degree Check *Rm 105*
- Enrollment Services *Rm 109*
- Equal Opportunity & Affirmative Action *Rm 232*
- Facilities Planning *Rm 211*
- Financial Aid *Rm 115*
- Graduate School *Rm 108*
- History *Rm 308*
- Honors College *Rm 317A*
- Institutional Research *Rm 212*
- Mechanical Engineering Technology *Rm 404*
- *Midwest Quarterly* *Rm 414*
- Personnel *Rm 235*
- President *Rm 204*
- Quick Print Services *Rm 131*
- Public Affairs *Rm 210*
- Purchasing *Rm 231*
- Residential Programs *Rm 112*
- Registrar *Rm 103-106*
- Research: Graduate Studies & Research *Rm 108*
- Residential Programs *Rm 112*
- Social Science (geography, philosophy, political science, sociology, social work and pre-law programs) *Rm 317*
- Strategic Planning *Rm 204* (President's Office)
- Student Affairs *Rm 115*
- Student Employment *Rm 213*
- Student Support Programs *Rm 134*
- Testing Center *Rm 135*
- Undeclared Majors *Rm 115*
- Veteran Certification *Rm 103*

25. Shelter Houses

26. Shirk Hall
- Center for Technology Transfer
- Institute for Economic Development *North Wing*
- KRPS FM-90 *South Wing*
- Psychology Clinic and Family Counseling Laboratory
- Surface Mining Section - Kansas Department of Health and Environment

27. Special Education

28. Storage House

29. Student Health Services
- Health Services
- Biofeedback

30. Tanner Hall/Tanner Annex
- Co-ed Residence Hall

31. Timmons Chapel

32. Trout Hall
- Co-ed Residence Hall

33. Weede Physical Education Building
- Health, Physical Education and Recreation *Rm 240*
- Intercollegiate Athletics *Rm 247*
- Intramurals *Rm 171*
- Physical Fitness Center — Weight Room

34. Whitesitt Hall-School of Technology and Applied Science
- Engineering Technology (construction, electronics, manufacturing, plastics) *Rm 200*
- HIX Commercial Screen Printing Laboratory *Rm 216*
- Industrial Arts and Technology- *Rm 98*
- Printing *Rm 120*
- Dean *Rm 99*
- Printing Services *Rm 120*

35. Willard Hall
- Assistant Dean for Technology & Applied Science *Rm 115*
- Kansas Vocational Curriculum Center *Rm 116*
- Technical Education Center- *Rm 215*
- Technical Education Department- *Rm 114*
- VICA/HOSA Office *Rm 209*
- University Police & Parking Services *Rm 103*

36. Wood Technology Building

37. Yates Hall
- Mathematics- *Rm 210*
- Physics *Rm 307*
- L. Russell Kelce Planetarium- *Rm 100*

Pittsburg State University

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EXECUTIVE SUMMARY

1. Total private support for Pittsburg State University for FY 1993 was $3,010,782 that included $2,826,282 received through the Foundation and $184,328 through the Office of Research. (13).

2. Total private support for Pittsburg State University in FY 1992 was $3,604,416. Among 150 peer public comprehensive colleges and universities reporting to the Council For Aid To Education, PSU's total ranked 27th in the nation (top 18%) while dollars raised per-student-enrolled ranked Pittsburg State University 8th (top 5.33%) nationally. (9-10, 13).

3. According to the most recent CFAE report for FY 1992, alumni donors increased from 4,947 in FY 1991 to 5,834 in FY 1992. This growth resulted in an increase in the solicitation percentage effectiveness ratio from 17.09% for FY 1991 to 19.94% in FY 1992 which exceeded the combined total (private and public comprehensive) of 19.2% and also the 18.4% solicitation effectiveness of public doctoral institutions. For FY 1993, Pittsburg State University alumni donors increased to 6,165 resulting in a solicitation effectiveness of 20.80%. (16-17).

4. Foundation support of Pittsburg State University through the Office of Development amounted to $37,398 for FY 1993. The Office of of Research realized $18,380 from Foundations for a University total of $55,778. (19-20).

5. Business support in FY 1993 amounted to $886,395 (29.44%) compared to $926,739 (25.71%) for FY 1992. Nationally, the percentage of business support of the total funds received by all public comprehensive colleges and universities stood at 33.0% for FY 1992. (21-27).

6. According to a Donor Geographic Profile, total support for Southeast Kansas (nine counties) amounted to $495,065. Crawford County donors gave $414,415 of this amount. For the remainder of Kansas, donors from thirteen counties gave $151,600 (more than $1,000 for each county) while donors from twelve other counties gave $12,428 bringing the total for Kansas to $659,093 compared to $2,167,189 from donors from other states. (29-31).

7. The Office of Development Annual Fund increased to $804,152 in FY 1993 compared to $633,955 in FY 1992. The Office of Research funds decreased to $184,328 in FY 1993 compared to $242,833 in FY 1992. The combined Annual Fund increased to $988,480 in FY 1993 compared to $876,828 in FY 1992. (32).

8. Faculty and Staff support amounted to $81,510 in FY 1993 compared to $83,974 in FY 1992. Donors decreased to 307 in FY 1993 compared to 320 in FY 1992. (37).

9. Direct mail donors gave $117,550 in FY 1993 compared to $91,547 in FY 1992. Donors increased to 1,409 in FY 1993 compared to 1,311 in FY 1992, (38-40).

10. The Phonathon generated $217,450 in pledges in FY 1992 (by June 30) compared to $248,464 in FY 1993. Phonathon receipts amounted to $180,887 in FY 1993 (by June 30) compared to $152,823 in FY 1992. In FY 1992, total receipts amounted to $176,912 for a receipt rate of 81.15% compared to pledges of $218,005. (42-46).

11. The Athletic Fund for current operations increased to $149,966 in FY 1993 compared to $123,717 in FY 1992. The Athletic Endowed Scholarship Fund increased from $422,087 in FY 1992 to $478,880 in FY 1993. (54).

12. Bequests received during FY 1993 accounted for $1,311,692 of the total received of $3,010,782 (43.47%). During the years 1980-1989, the University received $1,745,396.73 from 30 bequests. For the four fiscal years 1990-1993, the University almost tripled that total with receipts of $4,999,864. (57-59).

13. The Campaign For Pittsburg State University: Centennial 2003 Fund reported receipts of $26,484,645 at the end of FY 1993. (63)

14. The Pittsburg State University Foundation Investment Funds (Market Value) amounted to $14,498,271 at the end of FY 1993 compared to $12,226,605 at the end of FY 1992. Total Foundation assets stood at $15,998,271. Foundation investment funds have increased in 9 years (FY 1985-FY 1993) from $2,162,914 to $14,498,271 (570%). In a comparative study of the 145 comprehensive colleges and universities reporting their endowment investment portfolio to the Council For Aid To Education for FY 1992, the Pittsburg State University Foundation ranked 20th (top 13.79%) in total size and 8th (top 05.52%) in terms of dollars of investment funds for each enrolled student. (73-83).

15. The development report for FY 1992, Development Achievements at Pittsburg State University For Fiscal Year 1992, was published by the Educational Resources Information Center (ERIC) at George Washington University and became a national resource for development information. ERIC has published the last six (1987-1992) PSU development reports.

INTRODUCTION

Pittsburg State University through the development program strives to provide funding beyond state support in order to distinguish the University among its peers in the United States. That worthy ideal provides a challenge to alumni and friends to assist the University in fulfilling its mission. It also challenges those who serve the University in the rewarding efforts of securing ever increasing resources to meet the growing needs of a thriving public comprehensive university.

Pittsburg State University has formally secured private support for forty-two years since the organization of the Endowment Association in 1951. The history of private support reaches back to 1914 when the people in Pittsburg raised $150,000 to rebuild Russ Hall that had burned. The Division of Development and Public Relations came into being in the summer of 1984. In 1985, the Alumni Foundation, established in 1970, and the Endowment Association merged to become the Pittsburg State University Foundation, Incorporated. In 1986, the PSU Foundation employed the United Missouri Investment Council Service of the United Missouri Bank, Kansas City, to manage Foundation assets. Investment funds have increased six-fold since 1984. In 1992, the PSU Foundation engaged DeMarche Associates of Kansas City as financial consultants.

With FY 1994, we are nearing the mid point of the decade of the 1990s. Higher education is focusing on a new century and millennium. Questions about the extent of economic growth in the 1990s persist. Public confidence in higher education in the United States appears stable. Increasing numbers of international students take advantage of a superior American higher education. The twin components of increasing private support, economic growth and public confidence, will determine ultimately the success of development programs in the 1990s.

For the past nine years (Fiscal Years 1985-1993), the University has reported on its development program to the Council For Aid To Education (CFAE). Reporting to the Council signifies the University's serious efforts to achieve notable success in securing private support. Planning and evaluation with peer comparisons enables the University to achieve its objective of a strong private-support program. In 1985, about one-third of the public comprehensive colleges and universities, members of the American Association of State Colleges and Universities, reported to CFAE; in 1992, about one-half of these colleges and universities reported.

In the FY 1992 survey used for this report, the Council On Aid To Education identified 3,389 institutions of higher education with 1,841 of these private and 1,548 public. The Council mailed questionnaires to 2,874 of these institutions. Of that total, 1075 institutions participated

in the 1992 CFAE report, Voluntary Support of Education, 1992. Since the first survey began in 1954-1955, at no time have half of the institutions reported on the private support they receive. The Council estimates, however, that the statistics it gathers account for about eighty-five percent of the total voluntary support received by colleges and universities in the United States.

Pittsburg State University Development Achievements for Fiscal Year 1993 is the tenth report prepared by the Vice-President for Development and Public Relations. This report includes a general review of the development program with an analysis of the achievements in FY 1993 compared to 150 other comprehensive public universities reporting to the Council For Aid To Education. Chapters devoted to annual giving and planned giving as well as the Pittsburg State University Foundation provide further information about development activities. The report includes a first analysis of The Campaign For Pittsburg State University: Centennial 2003 Fund.

A careful review and evaluation of the data contained in previous reports has aided the Office of Development in refining its statistical information. Every effort was made to assure the accuracy of the information in previous reports. In subsequent reports, errors in statistics have been corrected. Increasingly, Development Information Services has produced reliable statistical data about the development program. The ninth annual report, Development

Achievements at Pittsburg State University For Fiscal Year 1992, was published in the Educational Resources Information Center (ERIC) Microfiche Collection and indexed in Resources in Education (George Washington University: Clearinghouse on Higher Education, September, 1993), ED356725.

The entire Division of Development and Public Relations has worked untiringly to achieve success in Pittsburg State University's development program. The Office of Alumni Relations fosters a number of programs that contribute to donor awareness of University needs. The Alumni Chapter meetings and the Half Century Reunion, as well as the regular class reunions, add to the total program of securing private resources for the University. The Office of Alumni Relations appointed a Director of Memberships in 1990 to increase the number of Alumni Association members. That program has proved successful. Other programs that assist the University's Office of Development are the Alumni Directory and the VISA card program. The Alumni Association published the second Alumni Directory in 1991.

The Office of Public Relations aids the development program in the preparation of materials, the reporting of the events and success stories, and in countless other ways. The Office of Public Relations, in cooperation with the Vice President for Development and Public Relations, has instituted a comprehensive publication program for the University. Newsletters have been established for the four schools as well as for intercollegiate athletics. Of

special note is the Pittsburg State University Magazine first published in FY 1990 and mailed to all donors and members of the Alumni Association. During FY 1994, the University will publish two issues of Volume 5 of the magazine. The second general publication, the Pittsburg State University Report: A Newsletter for PSU Alumni and Friends, will appear twice in FY 1994 for all alumni providing news about the University, its students, faculty and staff, and alumni.

The development staff of truly professional people contribute technical and professional skills to the daily operation of the program. The Foundation News, the Pittsburg State University Foundation newsletter, will give tribute in the winter of 1993 to about 1,000 volunteers who assisted the University in its development activities in FY 1993. These volunteers included solicitors in various campaigns, members of advisory councils, and others who performed a myriad of services. Two retired University professors, notable among these volunteers, direct alumni chapter relations and student scholarships. A successful development program requires the knowledge and skills of many people. Pittsburg State University is fortunate indeed to have an abundance of talented people, both full-time professionals and volunteers, to further private support.

Joseph G. Smoot
October 22, 1993
Pittsburg State University
Pittsburg, Kansas

GENERAL REVIEW OF DEVELOPMENT ACTIVITIES

Funds Received

Pittsburg State University attained a new record in private support in fiscal year 1993 topping the $3,000,000 mark for three of the past four years. At the meeting of the Pittsburg State University Foundation trustees on August 22, 1993, Dr. Joseph G. Smoot, Vice President for Development of the University and Executive Director of the Foundation, announced that total funds received for FY 1993 amounted to $3,010,782. Of this sum, the Office of Research generated $184,328 in private support and the Pittsburg State University Foundation received $2,826,454.

Total private support for the University for FY 1992 was $3,604,416. Of that total, the Pittsburg State University Foundation received $3,361,583 and the Office of Research secured $242,833 from private sources. The University gratefully acknowledges the thousands of donors each year by publishing their names in an annual issue of the Pittsburg State University Foundation News. This generous private support enables the University to accomplish far more than it could with public support alone.

In December, after the end of the fiscal year on June 30, the University submits a report of private support to the Council For Aid To Education (CFAE). The Council compiles these reports by types of institutions and publishes the following summer a combined report, Voluntary

Support of Education. Comparative data from this CFAE report, always a year old, helps to measure the effectiveness of a development program. The CFAE comparative data enables one to write a report with a sense of integrity in comparing a particular performance with general trends in the private support of American higher education. Pittsburg State University began reporting to the Council On Aid To Education in the fall of 1984. The first PSU data for FY 1984 appeared in Voluntary Support of Education, 1983-1984, in the late spring of 1985. Nine years of data on the PSU development program appears in CFAE reports.

The University's record of $3,604,416 for FY 1992 ranked Pittsburg State 27th in the country among 150 regional public colleges and universities reporting to CFAE. Appendix 2, lists 150 CFAE public comprehensive institutions alphabetically and according to Total Dollars Raised, Dollars Raised Per Student, and Enrollment (Tables 1, 2, 3, and 4). Pittsburg State's $3,604,416 received in FY 1992 gave the University a comparative ranking of 27th (top 18%) among the 150 institutions. In analyzing the dollars received per student, Pittsburg State University ranked 8th (top 5.33%) among the 150 institutions. In total enrollment, Pittsburg State University ranked 97th among the 150 institutions. Ranked near the bottom of the middle third of institutions in student enrollment, Pittsburg State's private support placed the University among the most

productive institutions in the top half of the first third of the reporting group. Probably the most important measure of private funding consists of the total impact on the institution as measured by the total student enrollment.

Of the twenty-six institutions ranked ahead of Pitt State's 27th position in Total Dollars Raised, one had a smaller enrollment, four were slightly larger, while the remaining twenty-two enrolled at least two to five times as many students. Most institutions ranked higher than Pittsburg State University not only have larger enrollments and more alumni, but also are generally located in urban areas with greater access to broader corporate and foundation support.

Pittsburg State University has formally selected six peer regional public universities for comparative purposes with respect to state funding. These universities, located in all areas of the United States, serve as peers because they have similar programs to those at Pitt State. The peer universities are Northern Arizona University, Western Carolina University, Murray State University, Eastern New Mexico University, Central Oklahoma University, and Eastern Washington University.

Three of these universities, Western Carolina, Murray State, and Eastern Washington, reported to the Council For Aid To Education for FY 1992. None of the three universities secured more private funds than Pittsburg State University and all three had larger enrollments. Pittsburg

State University also raised more dollars per student than the peer universities. Pittsburg State's $584.56 per student raised in FY 1992 exceeds Murray State's $277.67, Western Carolina's $150.97, and Eastern Washington's $145.52 by a significant margin in measuring the impact of private resources on the institution. Pittsburg State University has a stronger development program than any of its peer universities.

Resource development for American higher education has become one of the most important and essential components for the advancement of colleges and universities. Regular sources of support, whether from sponsoring organizations, tax dollars, or endowment income, have generally kept funding at a low level. Some private and public institutions have fared rather well, others have not. Through growth in private support, some colleges and universities have improved the quality of the educational experience and achieved controlled growth. Pittsburg State University happily falls in that category of progressive institutions of higher education in the United States.

All development activities at Pittsburg State University focus on the two major efforts of Annual Giving and Planned Giving. The development report format for Fiscal Year 1993 will reflect the emphasis given to current and deferred giving. Beginning in 1993, those two development areas will be the base for The Campaign for Pittsburg State University: Centennial 2003 Fund.

The Annual Giving programs include the University Fund and the Athletics Fund. For the University Fund, the Development Office conducts a Community Campaign in November (includes campaigns for faculty and staff as well as for the community), a Direct Mail effort with three basic mailings, and the Phonathon occurring in February and March. A limited number of additional mailings are made throughout the year. The Athletics Fund receives support from a spring Community Scholarship Campaign, solicitation of lettermen, the Athletics Association, the annual Gorilla Golf Day, and other special fund-raising efforts.

Pittsburg State University launched The Campaign For Pittsburg State University: Centennial 2003 Fund on Commemoration Day, March 4, 1993. Almost 25% of the total of $100,000,000 had been raised at the time of the public announcement of the Campaign.

Table 1 gives the total funds to Pittsburg State University for the past 14 years by gift types. The three types are current, endowment, and capital gifts. It should be noted that current funds provide support for student scholarships, faculty research and professional development, equipment, and other educational needs that only private support can provide.

The Annual Fund posted an impressive achievement in FY 1993. The $804,152 received by the PSU Foundation constitutes the largest amount ever received by the Office of Development. The development staff worked hard to

TABLE 1
TOTAL PRIVATE FUNDS RECEIVED

Fiscal Year	Total Gifts	Current	Current Research	Endowment	Capital Purpose	Inkind
1980	411,315	241,647		147,207		22,461
1981	603,675	165,112		347,274		91,289
1982	1,106,388	181,338		767,969		157,081
1983	495,316	266,512		178,885		49,919
1984	889,421	311,904		121,002		456,515
1985	1,329,986	344,664		501,133		484,189
1986	1,360,730	496,345		287,308	81,162	495,915
1987	2,067,069	399,643		1,040,090	60,002	567,334
1988	2,002,536	495,567	171,628	800,191	65,001	470,149
1989	2,495,876	493,989	128,472	1,339,846	220,602	312,967
1990	3,138,308	585,318	85,731	1,958,914		508,345
1991	2,169,447	623,916	300,918	432,081	185,605	626,927
1992	3,604,416	633,995	242,833	2,179,206	66,860	481,522
1993	3,010,782	804,152	184,328	1,532,500	35,917	453,885

accomplish this record. The Annual Fund is well on the way to the goal of $1,000,000 that the Office of Development projects for it in the near future. Of the $3,010,782 total in private University funding for FY 1993, the Office of Research received $184,328 of the amount. Endowment reserves include both permanent and quasi-endowment accounts. The amount added to the endowment fund in FY 1993, $1,532,500, continues to be a strong component of the development achievements. Inkind gifts have largely gone to the School of Technology and Applied Science. The faculty in this School offer outstanding academic programs because they have developed this substantial equipment support. In FY 1993, the University received inkind gifts amounting to $453,885 which represented a slight decrease compared to the

previous year's total of $481,522. Fluctuations do occur in this area of private support.

Donor Sources of Funds Received

Table 2 records the sources and amounts for these private funds which came to the University to support instruction and research. This is the sixth year that the Office of Development has reported these funds secured from private sources to the Council For Aid To Education. Appendix 3 provides a complete report of Office of Research Proposals and Grants for FY 1993. The Office of Research receives contract and grant funding primarily from governmental agencies although some support comes from the private sector.

TABLE 2
OFFICE OF RESEARCH PRIVATE SUPPORT FOR FY 1993

Corporations/Business	Grant Amount
General Motors Corporation	$ 136,948
North Central Regional Aquaculture Center	29,000
Foundations	
Society of Manufacturing Engineering Education	18,380
TOTAL FY 1993	$ 184,328

Table 3 identifies the sources of the $2,826,454 in private funds secured by the Office of Development in FY 1993 with comparative data for Fiscal Year 1992 according to categories established by CFAE. The decrease in alumni

TABLE 3
COMPARISON OF SOURCES OF PRIVATE FUNDS RECEIVED
IN FY 1992 AND FY 1993

Source	Total Funds FY 1992	Total Funds FY 1993
Alumni	$1,206,312	$ 534,641
Parents	1,225	1,255
Others	1,418,024	1,519,080
Foundations/Research		18,380
Foundations/Development	34,025	37,398
Corporations/Business/Research	242,833	165,948
Corporations/Business/Development	608,456	654,496
Corporations/Business Matching	75,450	65,951
Religious Organizations	115	213
Other Organizations	17,976	13,420
TOTALS	$3,604,416	$3,010,782

gifts explains the relative decline in total funds received in FY 1993 compared to FY 1992.

An analysis of the sources of the FY 1993 Pittsburg State University private funds enables us to make comparisons in these categories with other regional comprehensive institutions reporting to CFAE. The following appraisal of the sources of the University's private support conforms to the same categories listed in Table 3.

Alumni. All donors to the University are essential in securing maximum private funding. Alumni donors form the nucleus of all University private support. The weekly reports identify donors individually with gift amounts. The Office of Development will continue to improve donor classification and tracking. A large percentage of the total dollars secured from private sources comes from donors

who give $100 or more. These individuals have demonstrated their interest and commitment, and the University has a rich resource in these friends.

Table 4 records information about the number of alumni of record, those solicited, the number who responded, and the solicitation effectiveness expressed in the percentage of donor respondents. The Office of Development established a policy in FY 1991, in counsel with the Council For Aid To Education, concerning the method used to determine the alumni of record. The policy statement along with calculations for the data used in Table 4 may be found in Appendix 4 of this report. As previous data contain a

TABLE 4
COMPARISON OF ALUMNI OF RECORD, SOLICITED, AND DONORS

Year	Alumni Record	Alumni Solicited	Alumni Donors	Effectiveness PSU	Effectiveness Others*
1991	32,050	28,894	4,937	17.09 (FY91)	15.50 (FY91)
1992	32,455	29,263	5,834	19.94 (FY92)	16.10 (FY92)
1993	32,904	29,642	6,165	20.80 (FY93)	

*Comprehensive public institutions

different method of calculation, accurate national comparisons begin with CFAE FY 1991 data. In the comparisons in Table 4, the percentages for PSU come from the most recent fiscal year while those of other comprehensive institutions are for the prior fiscal year. Thus, in FY 1993, the data reveals that PSU had a solicitation effectiveness of its alumni of 20.80%. The

comparative data for other comprehensive institutions will become available when CFAE publishes its report for FY 1993 in the spring of 1994.

In reviewing this data, 17.09% of PSU alumni in FY 1991 made a gift to the University compared with 15.50% from other public comprehensive institutions. In FY 1992, 19.94% of PSU alumni made a gift to the University compared to 16.10% from other public comprehensive institutions. This reveals a difference of 1.59% for FY 1991 compared to a difference of 3.84% for FY 1992. Finally, 17.09% of the Pittsburg State University alumni who supported their University in FY 1991 compared favorably to the 18.5% of alumni of public research universities who gave to their universities. In FY 1992, PSU exceeded the public research universities in terms of solicitation effectiveness of its alumni. PSU's record of 19.94% solicitation effectiveness of its alumni in FY 1992 exceeded the 18.4% obtained by the public research universities by 1.54%.

For two years (FY 1991 and FY 1992) Pittsburg State University alumni have exceeded national percentages of support for comprehensive institutions. The 20.80% of PSU alumni who made a gift to the University in FY 1993 need careful nurturing to make certain of their continued support. An increase of 3.71% in three years certainly suggests that an effective alumni donor relations program has begun to realize dividends. Tracking this particular statistic and devising strategies to increase it will enable

the Office of Development to gain even greater support for the University through an increasingly effective alumni donor relations program. The basis for this superior record reflects a strong University publication program that keeps alumni informed of on-campus activities. It also results from personal contacts with alumni through chapter meetings, advisory councils, and other related activities.

Parents. The Office of Development has not begun an active parent's program. The University does sponsor a Family Day in the autumn in conjunction with a home football game. The Office of Development needs to identify the second-generation and third-generation students through alumni research and plan special strategies in approaching them. Families committed to the University over several generations make strong supporters. The University must experiment with a parent support program. One possibility, a model used at some universities, would allow parents to become associate members of the PSU Alumni Association. That might identify a group of parents who wish to associate themselves more closely with the University. The Office of Development must review various University programs designed for parents to consolidate them in order to plan a comprehensive program.

Others. The University is extremely fortunate to have a strong base of support from non-alumni individuals. Table 3 reveals that this group gave $1,519,080 to the University in FY 1993 which accounted for 50.45% of the total funds

received. A bequest gift of $1,000,000 accounted for another record year in this category. In FY 1992, the group gave $1,418,024 which amounted to 39.34% of the total funds received. The challenge of attracting friends who are not alumni will continue to occupy the attention of the Office of Development for these persons have demonstrated loyalty and support in a significant manner to Pittsburg State University.

Foundations. Pittsburg State University has not received significant Foundation support. As previous reports have demonstrated, Kansas has only minimal Foundation resources; they are practically non-existent in southeast Kansas. Competing with research universities and private institutions for national foundation dollars continues as an extremely difficult challenge for Pittsburg State University.

Increasingly, Pittsburg State University must enter this competition for Foundation support. Some of the new Institutes and Centers may launch innovative programs that will attract Foundation support. The research into Foundation giving patterns, the identification of potential University projects, and the preparation of proposals require the skills of a professionally qualified Director of Foundation Grants. PSU's program has not grown to the extent to warrant such an investment.

Table 5 reveals that the University, through the Office of Development, received $339,404 from Foundations since

TABLE 5
FOUNDATION GIFTS

Fiscal Year	Amounts	$ 5,000+ Gifts
1980	$ 8,200	1
1981	11,450	1
1982	4,500	0
1983	9,895	0
1984	7,350	0
1985	32,475	2
1986	18,250	1
1987	22,575	1
1988	72,002	3
1989	30,432	1
1990	29,000	2
1991	21,852	2
1992	34,025	2
1993	37,398	2
TOTAL	$339,404	18

1980. The highest total for one year was in FY 1988 when the University received $72,002 in Foundation gifts through the Office of Development. In FY 1993, Pittsburg State University secured $37,398 in Foundation grants with two of these more than $5,000. Foundation gifts of $5,000 or more, recorded in the Foundation Grants Index, give visibility to colleges and universities attracting such support. Foundation grants exhibit in a certain sense an index of quality when measuring universities. It is for this reason, among others, that Pittsburg State University should expand its efforts to attract more Foundation dollars. One

solution to secure more Foundation support may be to attract a volunteer professional who might devote a few hours each week to preparing grant proposals. During the last decade, the University has achieved considerable academic advancement which makes Foundation support more feasible in the future. The development of the new Kansas Technology Center must attract private foundation support for its construction and successful operation.

Corporations and Businesses. Pittsburg State University continues to build on a growing relationship with business and industry to foster integral connections for the welfare of the University's faculty and students. Opportunities for faculty experience through consulting and research creates a favorable tie to the work place. Moreover, the teaching of special courses in the corporate setting establishes another link to the business world. Student internships and job placement in productive business careers adds to the inseparable ties that must exist between a university and the economic institutions that make the fabric of modern society.

Pittsburg State University has developed the components of a successful corporate relations program. This includes extensive use of the advice of business and industry leaders on University advisory councils. The involvement of the faculty in various corporate settings makes the interchange reciprocal. University leadership in economic development efforts in Pittsburg and the region contributes a

significant factor. Through the leadership of University Officers and the establishment of the Institute of Economic Development and the Center for Technology Transfer, the University has strengthened linkages to the business community.

Support for PSU from business and industry comes through matching gift programs, direct grants to the University of both a restricted and unrestricted nature, and inkind gifts.

The Matching Gift Program forms a vital component of the University's development efforts. The Council for Advancement and Support of Education (CASE) serves as the national clearinghouse for corporate matching gift information. Each year CASE publishes an extensive report giving information about matching gifts. The Office of Development makes good use of this information, especially in the Phonathon conducted in February. Table 6 gives a comparison of matching gift support for the past five years. Included in the five-year comparison is national data from the Council For Aid To Education annual reports, Voluntary Support of Education.

For FY 1993, 134 companies matched 404 gifts for a total of $65,951. This represents a slight increase in the number of companies matching PSU gifts as compared to FY 1992 and FY 1991. The 404 matched gifts received in FY 1993 decreased significantly over FY 1992 when 454 matched gifts were received. The matched gift funds received in FY 1993

TABLE 6
FIVE-YEAR COMPARISON OF MATCHING GIFT SUPPORT

Fiscal Year	1989	1990	1991	1992	1993
Number of Companies	112	118	131	129	134
Number of Gifts	348	341	412	454	404
PSU Matched Dollars	$52,311	$60,890	$65,928	$75,450	$65,951
Average PSU Matched Gift	150	179	160	166	163
Average Institution Nationally	$32,924	$38,019	$38,749	$42,259	
Average National Matched Gift	169	162	168	183	

decreased by $9,499 as compared to FY 1992. During the five-year period, the FY 1993 total ranks second in the funds received. FY 1989 matched gifts of $52,311 were the lowest in the five-year comparative record. The average matched gift for PSU for FY 1992 was $166 compared to $160 in FY 1991, $179 in FY 1990, and $150 in FY 1989.

Of the 150 comprehensive public institutions reporting to CFAE in FY 1992, 144 had a matching gift program. These 144 public comprehensive institutions averaged $42,259 in FY 1992 compared to $38,749 in FY 1991. Pittsburg State University's $75,450 total in FY 1992 constituted 56% more than was received by the average public comprehensive institution in FY 1992.

Pittsburg State University does very well in securing matching gifts. The Office of Development, however, needs to monitor this program to make certain that qualifying donors know that their gifts can be matched. A review of the matching gift program will be conducted in the spring of 1994.

Table 7 records the five-year comparative record for business cash gifts to Pittsburg State. In assessing

TABLE 7
FIVE-YEAR COMPARISON OF BUSINESS CASH GIFT SUPPORT

Fiscal Year	Total Companies	Office of Development*	Office of Research+	Total Gifts
1989	256	188,677	120,177	308,854
1990	319	210,721	65,731	276,452
1991	318	349,447	279,018	628,465
1992	317	198,892	242,833	441,725
1993	308	279,892	165,948	445,840

Does not include *matching gifts or +foundation funds

business gifts in FY 1993, exclusive of matching gift support, 308 companies gave $279,892 in cash for current operations, capital purposes, and endowment funds which represents a sizeable increase over the previous fiscal year but well below the record FY 1991 fiscal year. The Office of Research generated $165,948 in private support for current operations for a combined total of $445,840 in FY 1993, the second highest total in the five-year period. For FY 1992, 317 businesses gave $298,892 in cash, and the Office of Research produced $242,833 in business support

which brought the FY 1992 total to $441,725. The University's cash gifts from business have not developed as steadily as they should. The Office of Development needs to do further analysis of these figures in order to develop strategies to stabilize business support of the University.

The primary base for this business support comes from Pittsburg through the autumn community campaign and the spring athletic scholarship campaign. The public radio station, KRPS-FM, receives regional business support through its underwriting program. Other major business support comes from Phillips Petroleum Corporation, Toyota USA, Boeing, and a few other major corporations. All in all, the local community campaign appears to unite community friends and University personnel effectively in a joint fund-raising effort for Pittsburg State University.

This particular area of PSU's development program can be expanded even more. Contacts with larger companies in southeast Kansas and elsewhere will return increasing financial assistance. Expansion of contacts and emphasis on larger gifts from regular contributors will produce more support from the business community in the years ahead. The addition of fundraising for KRPS-FM will attract additional business commitments. The Office of Development plans to review business support for the past three fiscal years and develop a strategy to attract wider involvement.

The third area of business support to Pittsburg State University is through Inkind gifts. The inkind gifts

included acquisitions of useful technology equipment, automobiles for automotive technology, and printing equipment and supplies. Other inkind gifts useful to the University include valuable books and materials for the library. According to the FY 1992 Council For Aid To Education report, Voluntary Support Of Education, 1992, 1,060 colleges and universities reported inkind gifts totaling $1,265,775,000 for an average of $1,194,000 for each institution compared to a total of $1,237,217,000 for an average of $1,1,182,000 for each institution in FY 1991. Table 8 records the five-year comparative totals of business inkind support to Pittsburg State University. In FY 1993,

TABLE 8
FIVE-YEAR COMPARISON OF BUSINESS/OTHER INKIND GIFT SUPPORT

Fiscal Year	Total Companies	Total Business	Total Others	Total Inkind
1989	72	282,292	30,675	312,967
1990	112	310,559	197,786	508,345
1991	113	528,716	98,211	626,927
1992	108	409,564	71,958	481,522
1993	113	374,604	79,281	453,885

113 companies and individuals gave Pittsburg State University inkind gifts valued at $453,885 compared to 108 companies and individuals who gave $481,522 in FY 1992. Companies and individuals who supported the University through inkind gifts have made a significant contribution to higher education. In the five-year comparative period the University has received $2,383,646 in inkind gifts.

Table 9 gives the totals of business support to Pittsburg State University in a five-year comparative

TABLE 9
FIVE-YEAR COMPARISON OF TOTAL BUSINESS SUPPORT

FY	Business Matching	Business Cash	Business Research	Total Cash	Business Inkind	Total Business
1989	52,311	188,677	120,177	361,165	282,292	643,457
1990	60,890	210,721	65,731	337,342	310,559	647,901
1991	65,928	349,447	278,918	694,293	528,716	1,223,009
1992	75,450	198,892	242,833	517,175	409,564	926,739
1993	65,951	279,892	165,948	511,791	374,604	886,395

period. The total cash and inkind contributions Pittsburg State University received from corporations and businesses for FY 1992, including Office of Research grants, amounted to $926,739 compared to $886,395 for FY 1993. For FY 1993, the $886,395 of business contributions amounted to 29.44% of the total funds received of $3,010,782. For FY 1992, it was 25.71% of the total funds received of $3,604,416. As reported in Voluntary Support Of Education, 1992, business/corporate support for public comprehensive institutions in FY 1992 constituted 33.0% of the total support received, on the average, by 144 public comprehensive colleges and universities.

Development funds originating from the business community, both local and corporate support, will continue to anchor private gifts to Pittsburg State University. The Office of Development will continue to review plans and

programs to interface with the businesses locally, regionally, and nationally.

Religious Organizations. Pittsburg State University does not actively seek gifts from religious organizations but does receive minor gifts periodically.

Other Organizations. In this category, the University receives occasional cash gifts from various professional groups, usually for a current scholarship fund or another specific purpose.

Donor Geographic Distribution of Funds Received

The Office of Development has begun a new system of categorizing donors by geographic distribution. In future years, tracking the gifts to the University according to Council For Aid To Education categories (alumni, parents, friends, foundations, corporations, and others) as well as geographic origins (Southeast Kansas, Kansas, the United States) will provide a complete profile of Pittsburg State University donors. The Office of Development through its Development Information Services will publish three annual reports on Donor Geographic Profiles. The reports on file in the Office of Development contain donor sources by CFAE categories in each geographic profile.

Table 10 provides a profile of donors according to residence in nine Southeast Kansas counties. In future years, comparative data will enable the Office of Development to plan more effectively to establish programs

TABLE 10
DONOR GEOGRAPHIC PROFILE/SOUTHEAST KANSAS - FY 1993

Counties	All Donors	Dollars	Alumni Donors	Dollars
Allen	65	$ 2,698.89	45	$ 1,643.39
Bourbon	166	15,546.00	130	6,517.50
Cherokee	146	6,646.35	112	3,247.50
Crawford	1,862	414,415.74	1,102	171,051.04
Labette	252	25,345.51	184	13,432.76
Montgomery	191	10,255.75	139	5,930.00
Neosho	157	16,311.74	100	12,534.24
Wilson	54	3,490.00	37	2,395.00
Woodson	11	355.00	6	165.00
TOTALS	2,904	$495,064.98	1,855	$216,916.43

suited to the home territory of the University. Of the 2,904 Southeast Kansas donors, 1,855 (63.87%) are alumni donors. These alumni gave $216,916.43 (43.82%) of the total of $495,064.98 from the nine Southeast Kansas counties.

Table 11 provides a geographic distribution of donors by county for the state of Kansas. The Kansas counties with donors providing more than $1,000 in private support, other than the nine Southeast Kansas counties in Table 10, are listed separately. From Tables 10 and 11, one can readily see that the most significant private support, more than $5,000 per county, came from Bourbon, Cherokee, Crawford, Labette, Montgomery, and Neosho in Southeast Kansas, and from Johnson, Sedgwick, Shawnee, and Wyndotte counties elsewhere in Kansas. The challenge to the Office of Development will be to increase levels of support from those counties giving more than $5,000 annually and attract

TABLE 11
DONOR GEOGRAPHIC PROFILE/KANSAS - FY 1993

Counties	All Donors	Dollars	Alumni Donors	Dollars
Butler	59	$ 2,720.55	58	$ 2,710.55
Douglas	60	2,678.74	57	1,918.74
Ellis	4	1,085.00	4	1,085.00
Franklin	21	1,130.00	20	930.00
Johnson	608	57,259.76	587	28,605.15
Leavenworth	30	2,453.01	29	1,953.01
Miami	39	1,280.00	39	1,280.00
Riley	19	1,005.00	19	1,005.00
Saline	20	1,754.66	19	1,704.66
Sedgwick	304	38,583.48	287	13,460.48
Shawnee	112	21,882.81	101	11,627.81
Sumner	15	2,348.19	13	638.19
Wyandotte	96	17,418.98	90	4,263.98
TOTALS	1,387	151,600.18	1,323	71,182.57
Southeast Counties	2,904	495,064.98	1,855	216,916.43
Other Counties (61)	302	12,428.17	283	10,934.17
Other Counties (22)	0	0		
GRAND TOTALS	4,593	$659,093.33	3,461	$299,033.17

greater support from the other counties where larger numbers of PSU alumni reside.

Table 12 provides a donor profile for the United States. States with donors giving more than $10,000 in private support to Pittsburg State University include Arizona, California, Florida, Illinois, Kansas, Michigan, Missouri, New York, Oklahoma, Pennsylvania, Texas, and Wisconsin. Alumni donors accounted for (75.42%) of the total donors. A large bequest increased the Missouri total dramatically. Only five of the states other than Kansas, California, Missouri, Oklahoma, Pennsylvania, and Texas, had

$10,000 in gifts from alumni alone. Future tracking of donors living outside Kansas will provide strategic

TABLE 12
DONOR GEOGRAPHIC PROFILE/UNITED STATES - FY 1993

States	All Donors	Dollars	Alumni Donors	Dollars
Arizona	58	$ 13,129.60	48	2,757.60
California	185	159,758.90	161	38,308.40
Florida	86	13,188.74	79	4,533.74
Illinois	101	18,573.94	85	5,678.94
Kansas	4,593	659,093.33	3,461	299,033.17
Michigan	64	25,113.54	54	3,277.09
Missouri	1,200	1,566,891.62	793	71,583.64
New York	48	23,526.71	30	1,571.71
Oklahoma	462	83,725.21	353	31,648.81
Pennsylvania	43	109,301.32	34	13,536.32
Texas	338	42,543.54	316	18,576.28
Wisconsin	34	26,287.08	25	955.98
TOTALS	7,212	$2,741,133.53	5,439	$491,461.68

information to plan future development activities. Nurturing the donors living in these states will undoubtedly increase their support to Pittsburg State University.

Student Education Programs

The offices of Alumni Relations and Development at Pittsburg State University have created several programs to help with the identification and cultivation of students to support alumni and private giving activities. Three groups organized to assist these offices include the Student Alumni Association, the Student Foundation Board, and the Senior Class Gift Steering Council. Appendix 17 contains a full report on the activities of the three groups.

ANNUAL GIVING

The Pittsburg State University Annual Fund has become an established component of the development program. The University depends on the Fund to finance on-going educational needs including current scholarships which constitute one of its major contributions to Pittsburg State. The following comparative report in Table 13 presents the record of the Annual Fund for the past fifteen years.

TABLE 13
ANNUAL FUND RECEIPTS

Year	Foundation Funds	Dollar Increase Decrease-	Percent Increase Decrease-	Research Funds	Dollar Total
1978	67,000				67,000
1979	90,000	23,000	34.32		90,000
1980	111,000	21,000	23.33		111,000
1981	152,000	41,000	36.94		152,000
1982	181,000	29,000	19.08		181,000
1983	264,000	83,000	45.86		264,000
1984	315,000	51,000	19.32		315,000
1985	402,130	87,130	27.66		402,130
1986	496,345	94,215	23.43		496,345
1987	399,643	96,702-	19.48-		399,643
1988	495,567	95,924	24.00	171,628	667,195
1989	493,989	1,578-	00.31-	128,472	622,461
1990	585,318	91,329	18.49	85,731	671,049
1991	623,916	38,598	06.59	300,918	924,834
1992	633,995	10,079	01.62	242,833	876,828
1993	804,152	170,157	26.84	184,328	988,480

The Annual Fund increase to $804,152 in FY 1993, compared to $633,995 in FY 1992, represents an excellent growth of 27%. The Office of Development projects reaching the $1,000,000 goal, exclusive of Office of Research funds,

in annual giving on a consistent basis in the next few years. One program designed to achieve this goal began operation in FY 1992. The Class Agent Program, inaugurated in fiscal year FY 1992, achieved limited success in its first year of operation. For six years, the Office of Research receipts have been included in the Annual Fund which brought the cumulative total to over $500,000 for the sixth consecutive year and to near the $1,000,000 level in FY 1991 and FY 1993.

Table 14 provides an analysis of the Annual Fund receipts by purpose. The Annual Fund total of $804,152 generated by the Office of Development for FY 1993

TABLE 14
FIVE-YEAR COMPARISON OF FOUNDATION ANNUAL FUND
RESTRICTED AND UNRESTRICTED GIFTS

Year	Annual Fund	Unrestricted	Restricted		
			General	Athletics	KRPS
1989	493,989	158,561	181,452	117,153	36,823
1990	585,318	175,872	234,985	129,772	44,689
1991	623,916	190,018	272,462	111,937	49,499
1992	633,995	200,859	232,905	122,578	77,653
1993	804,152	208,844	345,885	150,676	98,747

included $208,844 in unrestricted support, $345,885 restricted, $150,676 restricted to athletics, and $98,747 restricted to KRPS. The Annual Fund has realized a 62.79% increase in FY 1993 compared to the $493,989 total in FY 1989.

Unrestricted funds of $208,844 in FY 1993 increased 3.98% compared to the $200,859 raised in FY 1992. For the

five-year period, unrestricted funds have increased 31.71% with a total of $158,561 for FY 1989 compared to $208,844 in FY 1993. Restricted funds have increased 90.62% in the five-year period from $181,452 in FY 1989 to $345,885 in FY 1993. Restricted funds for athletics have increased 28.62% in the five-year period from $117,153 in FY 1989 to $150,676 in FY 1993. Funds restricted to KRPS have increased during each of the past five fiscal years with significant increases during the past two years. KRPS restricted funds increased 168.17% from $36,823 in FY 1989 to $98,747 in FY 1993.

The need exists to continue to increase unrestricted funds to support more strongly such University activities as faculty development, research, and capital projects including equipment and property acquisitions. Moreover, the costs associated with the development program are partially funded through unrestricted dollars.

The University Fund: The Community Campaign. The joining of the town and gown for development is an integral component of the University's Annual Fund. It consists of two parts, a local solicitation of businesses and individuals and the University faculty-staff campaign. The local Community Campaign occurred on October 27, 1992. About sixty teams of two members each, one from the community and one from the University, made more than 400 contacts. The Chairman for the Drive, Mrs. Judy Westhoff, wrote the customary "door-opener" letter announcing the

Campaign. An attractive brochure also highlighted University needs. At the breakfast hosted on October 27,

TABLE 15
LOCAL INDIVIDUAL AND BUSINESS DONORS

	NUMBER OF CONTRIBUTORS			AMOUNT GIVEN		
	Below $100	$100 & Above	Total	Below $100	$100 & Above	Total
INDIVIDUALS						
FY 1984	418	118	536	$9,511	70,836	80,347
FY 1985	425	145	570	10,167	67,453	77,620
FY 1986	479	142	621	11,365	91,550	102,915
FY 1987	577	423	1,000	12,907	83,580	96,487
FY 1988	555	282	837	16,482	353,295	369,777
FY 1989	671	275	946	23,196	821,160	844,356
FY 1990	704	356	1,060	23,462	255,001	278,463
FY 1991	677	367	1,044	20,512	187,800	208,312
FY 1992	764	417	1,181	21,860	202,907	224,767
FY 1993	781	379	1,160	21,599	169,250	190,849
	NUMBER OF CONTRIBUTORS			AMOUNT GIVEN		
	Below $100	$100 & Above	Total	Below $100	$100 & Above	Total
BUSINESSES						
FY 1984	1	35	36	$ 25	17,708	17,733
FY 1985	28	46	74	957	16,674	17,631
FY 1986	55	82	137	2,145	39,479	41,624
FY 1987	53	97	150	2,077	40,584	42,661
FY 1988	62	103	165	3,413	132,639	136,052
FY 1989	64	134	198	4,157	151,511	155,668
FY 1990	76	165	241	2,912	127,548	130,460
FY 1991	79	176	255	3,274	134,443	137,717
FY 1992	66	173	239	2,410	110,435	112,845
FY 1993	75	178	253	2,789	88,762	91,551

team members could ask questions and secure instructions. The University Fund Community Campaign and the Athletics Fund Scholarship Campaign each contact all potential donors.

The comparative report in Table 15 for Fiscal Years through 1993, gives the number of individual and business

donors from the local area who gave less than $100 and more than $100. It also gives the dollar totals. These figures are for all local giving through the Annual Fund to the University and not just the Community Campaign, although that effort is the largest portion. The towns used in identifying these donors are Arma, Columbus, Frontenac, Girard, Pittsburg, and Weir in Crawford and Cherokee Counties. Table 15 will be withdrawn from future development reports.

The total dollars from local individual contributors decreased for FY 1992 from $224,767 in FY 1992 to $190,849 in FY 1993. Local business giving decreased in FY 1993 to $91,551 compared to $112,845 in FY 1992.

The total number of individual donors decreased from 1,181 in FY 1992 to 1,160 in FY 1993. The total number of business donors increased to 253 in FY 1993 compared to 239 in FY 1992. The number of $100 and above individual donors decreased from 417 in FY 1992 to 379 in FY 1993. The number of $100 and above business donors increased from 173 in FY 1992 to 178 in FY 1993.

Clearly, the University has attracted a considerable number of donors. The new Geographic Donor Profile system described earlier in the report will enable the Office of Development to gain more precision in tracking donors. Efforts will be expanded in FY 1994 to identify donors by county in Missouri and Oklahoma in addition to Kansas. For

Crawford County, the tracking system will include a profile of individual and business donors.

Another integral segment of local giving is the Faculty/Staff solicitation as a part of the local Community Campaign. The Faculty/Staff effort, planned by a committee chaired by Ronald Wood of the School of Business, again achieved notable success. A letter went to all Faculty and Staff members requesting support. Individuals contacted persons in each department to encourage them to make a gift to their University. Table 16 gives a five-year comparison of Faculty/Staff support.

TABLE 16
FIVE-YEAR COMPARISON OF FACULTY/STAFF SUPPORT

Fiscal Year	Number of Donors	Amount Given
1989	255	$ 65,300
1990	320	72,328
1991	330	64,421
1992	320	83,974
1993	307	81,510

Faculty/Staff donors remained somewhat constant for three years during the past five with a slight decrease in the total donors in FY 1993. In FY 1991, Faculty/Staff donors increased to 330, the peak level to date. Faculty/Staff giving increased significantly in FY 1992 with $83,974 given compared to $64,421 in FY 1991. For FY 1993, the 307 donors gave $81,510, a slight decrease from the 320 donors who gave $83,974 in FY 1992. The Faculty/Staff participation in the University's development program should

increase in future years. The payroll deduction plan makes it easier for the faculty and staff to give to the University.

The University Fund: The Direct Mail Campaign. Table 17 gives the number of donors and dollars received from direct mail efforts for FY 1989 through FY 1993. The total donors of 1,311 in FY 1992 and 1,402 in FY 1993 represent significant increases over previous years. The $117,550

TABLE 17
FIVE-YEAR COMPARISON OF DIRECT MAIL DONORS AND RECEIPTS

Year	Donors	Dollars
1989	1,060	50,414
1990	996	70,421
1991	1,159	82,537
1992	1,311	91,547
1993	1,402	117,550

received in FY 1993 compared to $91,547 received in FY 1992 established a notable record in topping the $100,000 level in direct mail support for the first time.

The comparative record for FY 1992 and FY 1993 for the Direct Mail effort is detailed in Table 18. The three regular direct mailings for FY 1993 totaled about 10,500 more pieces than in FY 1992. The second year of the Class Agent program added to the increased mailings and will continue to increase the total as other classes become a part of the program. The number of donors increased by 91, and the total dollars increased $26,003 from $91,547 in FY 1992 to $117,550 in FY 1993. In Table 18, Direct Mail #2

TABLE 18
DIRECT MAIL COMPARATIVE DATA FOR FY 1992 AND FY 1993

CATEGORY	LETTERS MAILED		NO. OF GIFTS		$ RECEIVED	
	1992	1993	1992	1993	1992	1993
DIRECT MAIL #1	32,338	31,987	685	761	48,948	56,889
DIRECT MAIL #2	31,698	33,800	492	487	33,899	32,400
Class Agent	7,369	17,830	296	314	16,614	20,808
All Others	24,329	15,970	196	173	17,285	11,592
DIRECT MAIL #3	9,795	18,641	134	154	8,700	28,261
Class Agent	7,370	16,769	94	125	5,065	26,395
Lybunt	2,425	1,872	40	29	3,635	1,866
TOTALS	73,831	84,428	1,311	1,402	$91,547	$117,550

contains 17,830 letters mailed in the Class Agent program while Direct Mail #3 contains 16,769 letters.

Table 19 gives a profile of the response rate and the average gift. The average gift of $83.84 in FY 1993 increased significantly over the average gift of $69.82 in FY 1992. The average gift for the three middle years in the five year period remained about the same. There seems to be no particular explanation for this sizeable increase. If future years sustain this major increase in the size of the

TABLE 19
FIVE-YEAR COMPARISON OF DIRECT MAIL RESPONSES
AND AVERAGE GIFTS

Fiscal Year	Letters Mailed	Number Response	Percent Response	Average Gift
1989	84,506	1,060	1.25	47.56
1990	80,334	996	1.23	70.70
1991	64,593	1,159	1.79	71.21
1992	73,831	1,311	1.78	69.82
1993	84,428	1,402	1.66	83.84

average gift, the Office of Development will need to track these new donors and develop programs to cultivate them more assiduously.

The response rate in Table 19 of 1.66% in FY 1993, a decline over the previous two fiscal years, may merely be a correction to the rapid rise in the statistic in FY 1991 and FY 1992. The increase in responses and the size of the gift account for the increased funds received. Target mailings must receive more attention in the future. The Office of Development plans to review the direct mail program in the spring of 1994.

The University Fund: Class Agent Program. The Office of Development initiated the Class Agent Program in the Fall of 1991 to organize Pittsburg State University alumni by graduating classes. The program helps to improve communication between alumni and the University and to unify alumni within classes to increase their support of the University's Annual Fund. The tangible goals of the program are to increase total dollars contributed to the University while also increasing the number of alumni who yearly make a gift to the University's Annual Fund.

Class agents, chosen for their leadership abilities within their classes, serve a minimum of three years. They constitute a unique resource for the University.

Through the Class Agent Program, the University has personal contact with every member of a class at least twice yearly keeping alumni informed of happenings at the

University. The program also capitalizes on the bond that alumni possess with their class members that motivates them to make an annual gift to the University.

The Office of Development selected the classes of 1950 through 1966 to initiate the program. Actual use of Class Agents in solicitation began in FY 1992. In FY 1993, the Office of Development added the classes of 1945 through 1949 and 1967 through 1976. Statistics will be tracked on the number in the class (excluding those lost, deceased, or living outside the United States), those who become donors, the percentage of donors in the class, and the amount given. Donors are listed by their graduation class in the fall issue of the PSU Report. Appendix 6 contains a complete report of the two full years of the operation of the program.

Table 20 provides a summary of the statistics. For the record of the classes of 1950-1966, the figures for FY 1991 are reconstructed from these class donors before the Class Agent Program began. For these classes, the number of donors and the percentage declined for FY 1992 compared to FY 1991. The dollars, however, increased from $165,397 to $226,114. FY 1993 saw an increase in donors from 1,264 in FY 1992 to 1,437 in FY 1993 while the percentage increased from 16.81% to 19.17%. The dollars decreased slightly in FY 1993. Obviously a few more years will provide clearer trends.

For the classes of 1945-1949 and 1967-1976, FY 1992 is reconstructed in the same manner as FY 1991 was for the

TABLE 20
CLASS AGENT COMPARATIVE STATISTICS

CLASSES	MEMBERS CONTACTED	DONORS GIVING	PERCENT GIVING	AMOUNT GIVEN
1950-1966				
FY 93	7,495	1,437	19.17	$216,909.23
FY 92	7,519	1,264	16.81	$226,114.94
FY 91*	7,562	1,346	17.80	$165,397.26
1945-1949 1967-1976				
FY 93	10,640	1,964	18.46	$170,582.30
FY 92*	10,639	1,386	13.03	$148,072.47
1945-1976				
FY 93	18,135	3,401	18.75	$387,491.53

* Program instituted after this year

classes of 1950-1966. In these classes, dramatic increases in the number of donors, percent giving, and dollars are more noticeable than for the first year for the classes of 1950-1966.

The Class Agent Program requires an enormous amount of time to care for the detail of administering it. Hopefully, it will bring rich dividends to the University through increasing the alumni donors and the amount they give.

The University Fund: Phonathon. The 1993 Phonathon reached new levels of achievement. Appendix 5 contains the full report of the Phonathon and the pledges received. Some

three hundred alumni, faculty, students, and friends of the University volunteered their service to produce the pledges made. The Pittsburg Phonathon included twenty-two calling sessions, involving sixty-six calling hours. Mini-phonathons were held in Kansas City and Wichita, St. Louis and Springfield, and Bartlesville and Tulsa.

Previous reports on the Phonathon have focused on the definite pledges secured by the end of the calling sessions. Records have also been kept of pledges received after the Phonathon from persons who made an indefinite commitment while on the telephone. A third type of Phonathon record is the actual cash receipts based on the pledges made. As the receipts often continue to arrive beyond the end of the fiscal year, further complications arise in making accurate comparisons of various kinds of statistics about the Phonathon.

Beginning with the data for FY 1992, the Office of Development will now track the Phonathon receipts based on the calendar year. Internal records used by the Director of Development will track the pledges as of the end of the actual calling session. Development Information Services will track pledges of each Phonathon based on all definite and indefinite ones received by June 30 and December 31. As the Phonathon takes place primarily in February, pledges will be counted from January 1 to the end of the calendar year on December 31.

Table 21 records the pledges received by June 30 for the 1992 and 1993 Phonathon. The dollar increase of the pledges amounted to $248,464 in FY 1993 compared to $217,450 for an increase of $31,014. The percentage of the dollars pledged increased to 14.26% in 1993 compared to 1992.

TABLE 21
PHONATHON PLEDGE AMOUNTS/June 30

Year	Cash Pledges	Match Gift Pledges	Dollar Total	Dollar Increase	Percent Increase
1992	178,535	38,915	217,450		
1993	202,259	46,205	248,464	31,014	14.26

Table 22 records the information for pledges received by December 31. As the figures from July 1 to December 31, 1993, are not available, a comparison cannot be made for the total pledges until the report is made next year. Generally speaking, additional pledges between July 1 and December 31 do not amount to a large figure.

TABLE 22
PHONATHON PLEDGE AMOUNTS/December 31

Year	Cash Pledges	Match Gift Pledges	Dollar Total	Dollar Increase	Percent Increase
1992	179,090	38,915	218,005		
1993					

December figures are for the entire calendar year

Table 23 gives the pledge information for the Phonathon locations. While the main Phonathon occurs in Pittsburg, mini-phonathons have been held for several years in other

cities where a concentration of Pittsburg State University alumni reside. The major pledge increase occurred in Pittsburg.

TABLE 23
PHONATHON PLEDGE COMPARISONS FOR 1992 AND 1993

	1992		1993	
	June 30	December 31	June 30	December 31
Pittsburg	168,863	169,418	183,559	
Kansas City	7,252	7,252	10,085	
Bartlesville			1,830	
Tulsa	3,925	3,925	3,160	
Wichita	2,345	2,345	3,920	
Saint Louis			1,270	
Springfield			1,080	
Total	182,385		204,904	
Matching Gifts	38,915	38,915	46,205	
GRAND TOTAL	221,300	221,855	251,109	

December figures are for the entire calendar year

Table 24 provides data on the actual receipt of cash compared to the pledges made in order to make comparisons with pledges and calculate collection percentages. This

TABLE 24
PHONATHON RECEIPT COMPARISONS/JUNE 30

Year	Donors Pledge	Donors Giving	%	Cash	Matched Gift	Dollar Total	Dollars Pledged	% Coll
1992	3,474	2,673	76.94	135,641	17,182	152,823	217,450	70.28
1993	4,015	3,279	81.67	162,367	18,520	180,887	248,464	72.80

will ultimately measure the effectiveness of the Phonathon in dollars raised rather than merely through pledges. For June 30, 1992, 3,474 donors made a pledge and 2,673 redeemed

their pledge which resulted in 76.94% of the pledges producing a gift. In 1992, total dollars received amounted to $152,823 compared to $217,450 pledged for a collection rate of 70.28%. According to the data in Table 25, an additional 106 donors redeemed their pledges between June 30 and December 31 to increase the percentage of donors to 79.88% of those who pledged. An additional $24,000 in

TABLE 25
PHONATHON RECEIPT COMPARISONS/DECEMBER 31

Year	Donors Pledge	Donors Giving	%	Cash	Matched Gift	Dollar Total	Dollars Pledged	% Coll
1992	3,479	2,779	79.88	146,025	30,887	176,912	218,005	81.15
1993								

dollars received increased the collection rate to 81.15% which represents a significant achievement. National figures are considerably lower in Phonathon collection percentages.

Table 24 also reveals the comparative data for the 1993 Phonathon. Of 4,015 who pledged to the 1993 Phonathon, 3,279 had redeemed their pledge by June 30, 1993 for a collection of 81.67% compared to 76.94% in 1992. Dollars received amounted to $180,887 in 1993 by June 30 compared to $152,823 in 1992. The collection percentage in 1993 as of June 30 increased slightly to 72.80% compared to 70.28% in 1992.

Table 26 provides comparative data on restricted and unrestricted receipts of Phonathon funds received by June

30. The past two years reveal that unrestricted receipts have remained constant at 50% in 1992 and 51% in 1993. During the five-year period, the unrestricted receipts received in 1991 represented a peak year. The Phonathon unrestricted receipts provide a significant portion of the PSU Foundation operating budget.

TABLE 26
COMPARISON OF PHONATHON RESTRICTED/UNRESTRICTED RECEIPTS
JUNE 30

Year	Unrestricted Gifts	%	Restricted Gifts	%	Totals
1989	$53,826	54	$46,768	46	$100.594
1990	58,079	53	52,067	47	110,147
1991	77,964	59	53,781	41	131,745
1992	76,131	50	76,692	50	152,823
1993	92,309	51	88,578	49	180,887

Table 27 reveals that unrestricted receipts tend to increase after June 30. The figures for 1993 will be

TABLE 27
COMPARISON OF PHONATHON RESTRICTED/UNRESTRICTED RECEIPTS
DECEMBER 31

Year	Unrestricted Gifts	%	Restricted Gifts	%	Totals
1989	$65,424	54	55,368	46	120,792
1990	79,924	56	64,032	44	143,957
1991	98,664	61	63,286	39	161,950
1992	92,596	52	84,316	48	176,912
1993					

available early in January. Perhaps some corrections can be made in the plans in order to insure that unrestricted receipts may be increased in the 1994 Phonathon. A

potential charge for 1994 Phonathon costs allocated to restricted receipts will require them to include shared expenses in the operation.

The University Fund: Senior Class Gift. Senior class gifts represent a type of philanthropy that demonstrates loyalty and devotion to an institution. They provide an opportunity for students to express their appreciation for their education. They also establish a bridge between the senior year and the young alumni who will become important supporters of the University.

The Class of 1906 of the Auxiliary Manual Training Normal School established the tradition of giving a class gift to commemorate and celebrate their graduation. That class gave the statue, Winged Victory, to their alma mater. Other classes followed the tradition until the 1970s. Appendix 7 contains the record of the class gifts. Some of the gifts have been lost; others are unknown. A recent gift, the statue of Gus by PSU art faculty member, Larry Wooster, stands at the south entrance of the Jack H. Overman Student Center, representing the Class of 1965. This meaningful tradition of a class gift reemerged in the 1990s under the leadership of the Office of Development and the PSU Student Foundation Board.

The members of the Student Foundation Board began in 1990 to research and evaluate the feasibility of re-establishing the senior class gift program at Pittsburg State University. That group felt strongly about the need

to honor seniors and create lasting ties for them to their University. The Student Foundation Board secured the commitment and support of the University administration and launched the senior gift program in the spring of 1992 for the Class of 1993.

Peer students nominated outstanding members of the 1993 senior class with the emphasis on representation from all University groups such as the Greeks, residence halls students, multi-cultural students, and representatives of all schools and departments. Initial invitations to eighty students to participate in this effort came from the President's office. Over forty students responded positively to the request.

The first organizational meeting, held on April 27, 1992, enabled committee members to learn the aspirations of the committee and their responsibilities. The group began regular monthly meetings the following September. They established four goals to guide them in their work: (1) select the Senior Class Gift to be presented to the University by the graduating class; (2) direct and carry out the fund-raising effort required to fund the project; (3) assist with two "free" social activities for seniors, one in the fall and one in the spring; and (4) create class unity and University loyalty.

The committee has a president, vice president, secretary and treasurer. To assist with the effort, task forces worked in the areas of promotion/education, senior events,

and senior gift. Each task force had its own chair. Special guest speakers at each meeting enhanced the committee member's understanding of the University, the PSU Foundation, volunteerism, the PSU Alumni Association, history of senior gifts at PSU, and private giving.

The Senior Gift Program has two important components of senior social events and the senior gift program. Two senior events were held during the school year. The University president hosted a reception for the Class of 1993 at his home in October, 1992, with formal invitations mailed to all graduating seniors. Seventy-seven seniors attended the event. "Senior Night at the Ballgame" was held in February, 1993, at a basketball game on campus between Pittsburg State University and Southwest Baptist University. The final three gift selections were displayed and all seniors received free senior class logo stadium cups, coupons for free refreshments and popcorn, and eligibility for door prizes. One-hundred fifty seniors attended the event.

In March, all seniors received a special mailing providing them with the opportunity to vote for the final senior gift selection. In early April, they received a pledge card to make their own personal three-year commitment toward the Class of 1993 senior gift. A senior call-a-thon was held in late April to secure additional support for the senior gift.

The class selected for their gift a twenty-five foot bell tower to be located in the oval area of the campus. Their goal for the project was $12,000 from members of the Class of 1993 with three payment plans available at $100, $150 and $250 levels. As of June 1, 1993, 214 students have participated with total pledges of $25,412. The cost will exceed this amount and future classes hopefully will also choose to support this gift of a Centennial Bell Tower.

The Class of 1993 provided excellent leadership and student input for the ambitious goal of revitalizing the Senior Gift Program at Pittsburg State. They led their class to select a senior gift and secured funds for it. They also created a design and structure of a senior gift committee for the future. Both tasks have demanded serious commitment from this outstanding group of student leaders. Their desire to make a difference and achieve progress for the University motivated them throughout the year.

This program provided a much-needed method of recognizing the senior class in their final year at Pittsburg State University. Although there are immediate results for this program, the true results for the University will be most evident in the years to come by producing more loyal and philanthropic alumni.

The Athletics Fund. For the seventh year, the Athletics Fund Campaign was conducted under the direction of the Vice President for Development with the active assistance of the Intercollegiate Athletics. The

cooperative arrangement worked well and continues to build an even more successful future effort.

Athletics fundraising at Pittsburg State University has several major components. The Athletics Fund consists of the Scholarship Campaign, lettermen's contributions, phonathons in individual sports, special events and activities, and contributions to endowment funds.

The Athletics Fund Scholarship Campaign occurs in the late spring. A special committee of interested athletics supporters gave oversight to the Athletics Fund Scholarship Campaign. Lettermen make contributions throughout the year, but the major effort with these supporters occurs through the phonathons in the individual sports in the spring. Special events include the football lettermen's golf tournament and the O. Gene Bicknell Celebrity Golf Tournament.

Beginning in 1988, the PSU Athletics Association replaced the various booster clubs. This group does not engage directly in athletics fund raising. All donors to the Athletics Fund automatically become members of the Athletics Association and may participate in the weekly meetings.

The Athletics Fund constitutes an important portion of the total operating budget of the Athletics Department at Pittsburg State University. Intercollegiate athletics has contributed greatly to Pitt State traditions.

Table 28 provides a comparison of the Athletics Fund totals for the past five fiscal years. It should be noted that during the period, the Athletics Fund topped $100,000 each year. The increase to $148,966 in FY 1993 compared to $123,717 for FY 1992 represents an increase of $25,249. The 20.41% increase should continue to rise with the success of the various sports.

The major difference in the totals of the Athletics Fund is the significant increase in the general funds. The

TABLE 28
FIVE-YEAR COMPARISON OF THE ATHLETIC FUND

	FY 1989	FY 1990	FY 1991	FY 1992	FY 1993
General	$ 75,065	$ 91,281	$ 75,986	$ 85,097	$110,486
Baseball		350	605	2,795	1,596
Basketball	825	6,930	6,160	7,140	4,138
Football	34,941	26,990	22,279	25,092	29,362
Track	383	1,520	3,845	1,788	1,801
Women Athletes	732	550	762	325	1,308
Golf	25	700	2,300	1,480	275
Other	5,182	1,451	0	0	0
TOTALS	$117,153	$129,772	$111,937	$123,717	$148,966

General Athletic Fund increased from $85,097 in FY 1992 to $110,486 in FY 1993. The $25,389 difference amounted to an increase of 29.84%. Football receipts increased to $29,362 in FY 1993 from $25,092 in FY 1992. The FY 1993 Basketball Scholarship Fund posted a decrease over FY 1992. Strategies need to be devised to increase the Basketball Scholarship Fund and to make a stronger showing in the Women's Athletic Fund as well as those for Baseball, Golf, and Track.

Contributions to the endowment funds are secured by personal solicitation throughout the year. Appendix 8 contains a record of the scholarship accounts in the Athletics Endowment Fund. Those participating in the Endowment for Excellence in Athletics Program are identified. Table 29 includes a five-year comparison of the total funds added during the fiscal year and the total amount of the Athletics Endowment Fund at the end of the fiscal year. The Athletics Endowment Fund realized an

TABLE 29
COMPARISON OF THE ATHLETICS ENDOWMENT FUND, FYS 1989-1993

Fiscal Year	Amount Added	Total Funds
1989	$26,276	$281,799
1990	47,468	328,943
1991	44,535	388,693
1992	33,394	422,087
1993	56,794	478,880

increase of $56,794 in FY 1993 amounting to a 13.45% growth. The steady increase in these endowment funds will continue through a restricted spending policy of 5% as well as additional gifts to the principal.

The Campaign For Distinction had the goal of adding $600,000 to athletics endowment funds. That goal will soon become a reality. Plans underway will continue to build the permanent fund. Special commendation goes to Wayne Allai, long-time supporter of the Pittsburg State University athletic programs, who has taken a special interest in the Athletics Endowment Fund. He developed the program,

Endowment For Excellence In Athletics, and sold it to a number of major donors. The endowment goals caught the imagination of several enthusiastic athletics fans and University boosters.

The Athletics Endowment Fund has aided greatly in attracting students with outstanding athletic and academic ability to the University. The student athletes have enabled the University to field championship teams and garner many honors.

The Annual Fund with its University Fund and Athletics Fund components attracted strong support to Pittsburg State University for FY 1993. That support enabled the University to achieve major objectives in academic and athletic programs.

PLANNED GIVING

When Pittsburg State appointed a Vice President for Development and Public Relations in 1984, the University signaled its serious intention of establishing a fully operational development program. The Vice President worked with the full-time volunteer Director of Development to inaugurate a planned giving component of the University's development program. They arranged some major bequests for the University during subsequent years. In the summer of 1986, the Office of Development added a new position, the Director of Planned Giving. The first director resigned two years later. The Vice President for Development recommended that the funds used for the salary of the Director of Planned Giving be used to provide a subsidy on a temporary basis for radio station KRPS-FM. The Vice President has assumed the responsibilities of the Director of Planned Giving since 1988.

The Office of Development has made considerable progress in the first years of this endeavor. Several achievements include the following.

1. Identification of all past bequests to the University in order to have a complete record of these special gifts. Appendix 9 contains the list.

2. Identification of the University alumni who graduated before 1950, selected alumni who graduated later than 1950, and friends of the University who may identify with this program in some way as the target group for marketing the planned giving program.

3. Development of a set of guidelines to be used in the various types of planned giving.

4. Initial marketing efforts through the regular distribution of special literature describing the University's programs to the target groups.

5. Preparation of two planned gift statements related to making gifts through bequests and insurance. These statements are published in the PSU Magazine and Report as well as the school newsletters.

The planned giving marketing effort began in 1987 with the purchase of quarterly direct mailings. These mailings continued until January, 1989. The responses provide a valuable pool of individuals interested in making planned gifts to the University. Solicitation efforts have resulted in several different types of planned gifts including annuity trusts, unitrusts, life insurance, and bequests. Under the Director of Planned Giving from 1986 to 1988, actual field work in the program did not progress as rapidly as anticipated. While the Vice President for Development has accomplished considerable success through a regular visitation program, a pressing need exists to appoint a full-time Director of Planned Giving.

Table 30 provides a comparison of the summary of the bequests received since 1957. The full record is in Appendix 9. The University received its first bequest in 1957. In the 1950s, the University received $8,745.82 from one person. From 1960 to 1969 (through FY 1969), the University realized a total of $21,925.33 from five persons.

The first large estate bequest came from Dorothy M. McPherson for $463,419 in 1973. From 1970 to 1979, the University received $566,232.52 from fifteen new bequests

TABLE 30
CUMULATIVE BEQUEST RECORD

Year	Bequests New	Bequests Continuing	Amount
FY 1957	1		$ 8,745.82
			$ 8,745.82
FY 1963	1		$ 1,500.00
FY 1964	2		8,000.00
FY 1965	2		12,425.33
			$ 21,925.33
FY 1971	2		$ 8,000.00
FY 1972	2		45,047.83
FY 1973	2		5,500.00
FY 1974	3		470,516.92
FY 1975	2		5,875.74
FY 1976		1	978.49
FY 1977	1		10,000.00
FY 1978	1	1	8,498.96
FY 1979	2		11,814.58
			$ 566,232.52
FY 1980	3		$ 211,000.00
FY 1981	1	1	78,000.00
FY 1982	3	1	106,737.94
FY 1983	3	1	75,097.22
FY 1984	2		81,673.02
FY 1985	2		8,590.17
FY 1986	2	1	106,555.19
FY 1987	5		204,435.76
FY 1988	3	1	389,882.16
FY 1989	6	1	483,425.27
			$1,745,396.73
FY 1990	5	1	$1,663,645.31
FY 1991	3	3	194,684.88
FY 1992	9	4	1,829,841.67
FY 1993	6	3	1,311,692.56
			$4,999,864.42
Total 1957 through 1993			$7,342,164.82

that included three distributed in more than one year. Beginning with FY 1980, the University received more substantial amounts from planned giving. From 1980 to 1989, the University received $1,745,396.73 from thirty new bequests that included six distributed in more than one year. In the four fiscal years FY 1990-1993, the University received bequests amounting to $4,999,864.42 from twenty-three individuals including eleven distributed in more than one year. The grand total of $7,342,164.02 has provided the University with substantial private support.

Another initiative of the Office of Development was the establishment of a Pooled Income Fund in 1989. This option offers some donors a possibility of providing for their heirs while ultimately benefiting the University. Income from the management of the Pooled Income Fund can provide substantial assistance in supporting the planned giving program for the Pittsburg State University Foundation.

The Office of Development distributed packets of materials to local attorneys and accountants to make the University's planned giving program more visible to these potentially helpful professionals. The packet included a planned giving booklet which provided an overview of the program. This program will continue to benefit the Pittsburg State University Foundation.

The Office of Development must proceed with a consolidation of various planned giving initiatives and establish a fully operational program and achieve several

goals by FY 1995. Specifically, the plans include the following goals.

1. Fund the position of Director of Planned Giving. Make the position broad enough to include general development activities, donor research, corporate and foundation affairs, and planned giving.

2. Complete a two-year cycle of advertisements in all PSU publications on bequests and insurance gifts.

3. Organize a Heritage Club of those who have included PSU in their estate planning.

4. Prepare a PSU Foundation booklet that will encourage selected donors to make current and planned gifts.

THE CAMPAIGN FOR PITTSBURG STATE UNIVERSITY CENTENNIAL 2003 FUND ($100 MILLION)

Pittsburg State University completed the first ever capital campaign in FY 1990 announcing a total of $10,004,758. The Campaign For Distinction, launched in April, 1986, rested on University needs identified in a Case Statement. A full report was published in the annual report, Pittsburg State University Development Achievements for Fiscal Year 1990.

Pittsburg State University has increasingly developed a reputation as an outstanding comprehensive undergraduate university with selected, strong programs at the graduate level. Graduates make a regional, national and international impact on society. As the University looks to its 100th Anniversary in 2003, it is imperative to continue to pursue excellence. The nation and the world are increasingly dependent on universities for creating new knowledge and for educating talented new leaders who will meet the challenges of change, opportunity, and uncertainty in the 21st century. Administrators, faculty, staff, students, alumni, and friends share a vision for the 21st century that will ensure Pittsburg State University's position of excellence. An investment in Pittsburg State University is an investment in outstanding people and continued excellence.

To meet the challenges ahead, the University announced on Commemoration Day, 1993, a major capital campaign

entitled The Campaign For Pittsburg State University: Centennial 2003 Fund. The University worked on the campaign for two years before making it public. The campaign will conclude with the University's Centennial year 2003.

Focusing on Pittsburg State University's Centennial, the goal is to raise a million dollars for each year of the University's existence. The Centennial 2003 Fund rests on ten major strengths.

1. A vibrant, proactive University community poised to realize its destiny as a significant regional state university.

2. A strong contingent of 45,000+ loyal, committed alumni. During the course of the Campaign, some 15,000 graduates will join the alumni ranks.

3. The successful completion of a $10,000,000 capital campaign in 1990, the first ever attempted by the University.

4. The support of a strong University Foundation with investment assets of about $15,000,000.

5. The organization of a Division of Development and Public Relations in the University with a group of professionals who have gained extensive experience and are well organized and united in achieving common University objectives.

6. The publication of the second Alumni Directory that provides accurate information about alumni occupations, residences, and potential for support.

7. The establishment of a solid University publications program.

8. The organization of University Advisory Councils. These Councils have gained experience in assisting the University in reaching its objectives.

9. The completion of the Manual of Policies and Procedures of the Office of Development which consolidates the experience of eight years of professional development activities at the University.

10. The development of the University Centennial 2003 Vision which projects the needs of the University through the end of the decade. See Appendix 12 for the document.

At the announcement of the Centennial 2003 Fund on March 4, 1993, the University reported contributions to date of $5,773,863 in private support and $17,700,000 in government capital support for a total of $23,473,863.

The campaign structure includes $25,000,000 from federal and state government sources for capital construction projects including the Kansas Technology Center. Another $25,000,000 is expected from planned giving that will become available after the Campaign ends. The remaining $50,000,000 will be raised in current funds. The following is a projection of the Campaign's current receipts.

FUNDS RAISED 6/30/1993

Funds On Hand 3/4/1993	$ 23,473,863
Receipts FY 1993	3,010,782
Funds On Hand 6/30/1993	$ 26,484,645

PROJECTED FUNDS 7/1/1993-6/30/2003

Annual Giving Funds		43,000,000
FY 1994	$3,000,000	
FY 1995	3,500,000	
FY 1996	3,500,000	
FY 1997	4,000,000	
FY 1998	4,000,000	
FY 1999	4,500,000	
FY 2000	4,500,000	
FY 2001	5,000,000	
FY 2002	5,500,000	
FY 2003	5,500,000	
Federal/State Government Capital Funds		7,300,000
Planned Giving Funds		23,500,000
CAMPAIGN TOTAL		$100,284,645

THE CAMPAIGN FOR PITTSBURG STATE UNIVERSITY
CENTENNIAL 2003 FUND ($100 MILLION)

UNIVERSITY NEEDS

FACULTY DEVELOPMENT		$ 14,000,000
Endowed Professorships		
Professional Programs/Seminars		
Research and Curricula Development		
International Study and Work		
STUDENT SCHOLARSHIPS		30,000,000
Diversity/Multicultural/International/Gender		
Excellence/Merit Scholars		
Access for Qualified Students		
Leadership Enhancement and Development		
STUDENT DEVELOPMENT		3,000,000
National Study Programs/Seminars		
International Study		
Enhancement of Leadership Activities		
Enhancement of Learning/Intervention Programs		
LIBRARY/MUSEUMS ENDOWMENT		5,000,000
Endowment for Collection/Hardware/Software		
Galleries/Museums		
FACILITIES		43,000,000
Kansas Technology Center	$26,000,000	
Fine and Performing Arts	14,000,000	
Kelce School Addition	2,000,000	
Athletic Facilities	1,000,000	
Land Acquisition		
INSTRUCTIONAL/RESEARCH EQUIPMENT		5,000,000
Instructional/Laboratories		
Telecommunications and Connectivity		
TOTAL		
$100,000,000		

CAMPAIGN FUNDS

STATE AND FEDERAL GOVERNMENT FUNDS	$ 25,000,000
CAMPAIGN/CURRENT PRIVATE FUNDS	50,000,000
CAMPAIGN/PLANNED GIVING FUNDS	25,000,000
TOTAL	$100,000,000

The Centennial year at Pittsburg State University should find the Pittsburg State University Foundation with assets of at least $50,000,000. That substantial resource will aid the University as it advances in the first decades of the 21st century and its second one-hundred years.

CASE STATEMENT

I

FOR THE PITTSBURG STATE UNIVERSITY FACULTY
$14,000,000

The University faculty, nearly 300 strong, has as its primary mission teaching graduate and undergraduate students. Skilled as sensitive, knowledgeable, caring teachers, these professors advance the core of knowledge through research and offer their expertise in solving problems as a service to society.

The able PSU senior faculty and increasing numbers of highly trained junior faculty combine to advance Pittsburg State's mission. The role of the faculty in the University remains critical to the continuing tradition that Pittsburg State cares about the students and their future.

Therefore, endowed faculty chairs and professorships constitute an important emerging need at Pittsburg State. The University must increasingly compete with colleges and universities nationally for teacher/scholars preeminent in their fields and for young faculty with great promise.

The University must provide increasing financial assistance to the faculty for professional development. Attendance at professional society meetings and specialized seminars also help to enhance teaching skills. Support for curricula development in the University will keep the academic programs among the nation's best.

The Pittsburg State University faculty engages in a wide range of research efforts to advance knowledge and they need financial support to achieve notable success. In turn, working at the frontiers of knowledge enables them to bring fresh excitement in their disciplines to eager students.

Pittsburg State University strives to reach beyond the borders of Kansas, the Midwest and the United States to participate in international educational endeavors. Opportunities for faculty to study and to gain experience abroad enable them to develop a world view in their discipline. This, in turn, ensures that PSU students not only gain the best possible education in their own country but also with the added benefit of a world understanding.

II

FOR THE PITTSBURG STATE UNIVERSITY STUDENTS
$33,000,000

Student enrollment at Pittsburg State University has increased approximately twenty-five percent during the past ten years. Projections for the future indicate that the current enrollment of 6500 students will increase to

approximately 7500 students by the Fall of 1995. By the turn of the century and the University's Centennial in 2003, enrollment projections of at least 10,000 students will strengthen the University broadly.

Characteristics of this student population will include increasingly large numbers of well-qualified, high-academic achievers who select Pittsburg State University as their first choice for a college education. The University will also strive to increase multicultural and international diversity among students. Professional accreditation of the Kelce School of Business and the construction of the facilities for the new Kansas Technology Center will attract additional highly qualified students to the University.

The University currently awards approximately $750,000 from private scholarship funds to Pittsburg State students. A goal of adding $30,000,000 to endowed scholarship funds will generate approximately $1,500,000 to award annually. This will enable the University to keep pace with the expected doubling of its enrollment during the next ten years.

Tuition increases each year require that the University provide more financial assistance to qualified students to ensure that they have access to a university education. Almost 300 individuals have established named endowed scholarships at PSU. Many more needs exist in all departments and at all levels for additional scholarships. Unrestricted funds also help support the President's and

Dean's Scholarships awarded each year to outstanding students.

Pittsburg State University will provide more support for student development in the future. Participating in national study programs and seminars, as well as opportunities for international study, will enable PSU students to gain a wider perspective of life and learning. Student support services will enhance leadership activities on campus and provide more intervention programs to help students make adjustments in their lives to achieve maximum success. Creating a $3,000,000 endowment to assist students in their development outside the classroom will help the University to graduate more leaders who will progress in their chosen professions rapidly.

III

FOR THE PITTSBURG STATE UNIVERSITY LIBRARY/MUSEUMS $5,000,000

The Library serves a vital role in a progressive University as it supports the teaching and research needs of the faculty and students. At Pittsburg State, the Leonard H. Axe Library strives to meet the information needs of the University community, as well as those of the University's service area.

The Leonard H. Axe Library maintains a balanced collection of materials that support all University curricula. Among its holdings are 302,000 books and bound

periodicals, 155,000 government publications, and 563,000 units of microforms. The Library receives 1,377 periodical subscriptions. The Special Collections Department contains historic printed materials of Southeast Kansas and the papers of major figures of the region.

However, the Library has needs beyond what the state provides in the annual budget. The Library uses private funds to enrich its collections and services. There are many science and technology journals that the Library cannot afford. The Library must have greater electronic access to information in national data banks to serve PSU students better. The computerized library will have greater electronic access to information. There will always be the need to purchase some books and critical materials that cannot be funded with a limited budget.

Through private support, the Library can provide materials for study and research not normally obtainable from regular University funds. It is essential that the University strengthen the Library collection. Future students are depending on those who have the vision to plan and to provide for their study needs in the 21st century.

Great universities strive to provide museums and special collections to support the academic programs. Particularly important to Pittsburg State University is the need to develop its permanent art collection and provide adequate gallery space for traveling exhibitions. Other museums may also become University priorities. A Science

Education Museum would enable the University to serve its students better as well as the many students who visit the campus from the public schools.

IV

FOR PITTSBURG STATE UNIVERSITY FACILITIES/EQUIPMENT $48,000,000

Pittsburg State University's School of Technology and Applied Science has a statewide mission to educate students in technology. The Business and Technology Center includes the mandate to assist in technology transfer for business and industrial uses. Several academic programs in the School of Technology and Applied Science have professional accreditation and national reputations.

Senator Robert Dole, Governor Joan Finney, and Kansas legislators Ed McKechnie and Phil Martin have helped the University to secure $17,300,000 in state and federal funds for a four-building complex known as the Kansas Technology Center to be located on the East Campus. The University must raise $8,700,000 from private sources to ensure that this major project will become a reality in the next few years.

Pittsburg State University lost its major auditorium when Carney Hall was demolished over a decade ago. Therefore, the University has a pressing need to provide a Center for the Fine and Performing Arts. University students need the cultural experiences gained from the

programs offered through such a facility. Since the University serves Southeast Kansas as its cultural center, this facility will expand that role.

The Gladys A. Kelce School of Business has made considerable progress toward receiving accreditation by the American Assembly of Collegiate Schools of Business. This recognition will rank PSU business graduates among the top twenty-five percent in the country being graduated from accredited business schools. The School of Business also needs to expand its facilities, and $2,000,000 has been projected for this purpose.

Among other needs, $1,000,000 is projected for additional athletics facilities and the acquisition of land to enable the University to expand the campus to meet the challenges of a larger enrollment during the next decade. The issue of day care must also be addressed.

Many of the University's programs are equipment intensive. Continuing needs exist to equip laboratories with the latest in scientific and industrial equipment to enable students to receive their education using the latest technology available. All areas of the University need computers and other equipment to assist them in their learning experiences. Areas such as Music need instruments. The Fisk Pipe Organ planned for the McCray Recital Hall will bring a major instrument to campus that will attract national attention. The University has projected a minimum

of $5,000,000 in private funds to help supply needed equipment.

PITTSBURG STATE UNIVERSITY FOUNDATION

Pittsburg State University has been involved in formal private fundraising for at least forty-two years. In 1951, a group of farsighted supporters of the institution created the Endowment Association patterned after a similar organization at the University of Kansas. The Endowment Association trustees did not engage in any regular structured fund-raising activities, but the group did provide a much needed service to the institution. They established a visible entity that, even by name alone, made it clear that the institution welcomed private funding support. The Endowment Association also identified particular individuals who, as Association members, publicly proclaimed their willingness to involve themselves in the private funding effort.

By 1970, a group of younger alumni captured a vision of developing current support for institutional needs. In order to achieve their objectives, this group organized the Alumni Foundation in 1970 and launched a fund-raising campaign among alumni. In just a short time, the reality of a pleasing and functional Alumni Center, made possible through the gift of Cecil and Eva C. Wilkinson, served as an impetus to advance the efforts to raise current funds for the University. The University Phonathon, organized in 1979, generated a little more than $26,000 during the first year. The Annual Fund became a reality as the University

entered the 1980s with a community campaign, a direct mail contact, and an alumni Phonathon.

In the early 1980s private support to Pittsburg State University had become more structured and visible. The selection of a new President in 1983 provided an opportunity to make further progress in University development. President Donald W. Wilson created the Division of Development and Public Relations in 1984. With the appointment of Dr. Joseph G. Smoot as the first Vice President for Development and Public Relations, Pittsburg State University took the final step in establishing a coordinated development program. The Offices of Alumni Relations, Development, and Public Affairs and Information reported to the Vice President.

The consolidation of all fund raising under one organization became the first objective of the University's Office of Development. On July 1, 1985, the Alumni Foundation and the Endowment Association trustees united the two organizations. The Pittsburg State University Foundation, Incorporated, acquired the assets of both of the merged entities. Donald W. Widner became the first President and served the Foundation with true distinction. O. Gene Bicknell continued the excellent tradition of leadership as president of the Foundation from 1988 to 1991. J. B. Towner became the third president of the Pittsburg State University Foundation in 1991. In 1993, the trustees elected Duane D. Lawellin to be the fourth president. Dr.

Joseph G. Smoot has served as Executive Director of the PSU Foundation since 1985.

The Board of Trustees passed an action on September 8, 1989, to amend the Bylaws to increase the number of trustees from twenty-four to thirty-six. In planning for The Campaign For Pittsburg State University: Centennial 2003 Fund, the need to expand the number of trustees became apparent. The Foundation Members added twelve additional new trustees in 1991-1993 to serve three-year terms. The strengthening of the Board of Trustees has increased the potential for Foundation growth immeasurably. Trustees of the Pittsburg State University Foundation are listed in Appendix 13. The amended Bylaws are in Appendix 14.

As the trustees of the newly merged Pittsburg State University Foundation began their work in the autumn of 1985, they immediately recognized the need to select an investment manager. After studying several proposals, the Foundation trustees selected the United Missouri Bank of Kansas City to manage the Foundation investment funds. The new managers assumed custody of Foundation funds in January, 1986.

At the end of FY 1984, the investment portfolio totaled $2,162,914. When the two organizations merged into the Pittsburg State University Foundation on July 1, 1985, the assets totaled $3,023,257. This increase resulted primarily from endowment additions in FY 1985. Steady growth enabled the Foundation to present a portfolio valued at market rates

on June 30, 1993, of $14,498,271 compared to $12,226,605 on June 30, 1992. Total Foundation assets, including real estate holdings (the Foundation owns the Alumni Center and its grounds) valued at $1,500,000, stood at $15,998,271 at the end of FY 1993, compared to $13,726,605 at the end of FY 1992. Table 31 reveals the progress that has been made in adding new funds and managing these funds more effectively.

TABLE 31
PITTSBURG STATE UNIVERSITY FOUNDATION INVESTMENT FUNDS
AT MARKET VALUES, 1984-1993

Year	Consolidated	Pool	Baxter Fund	Bicknell Fund	Curfman Fund	Spiva Fund	Timmons Fund	Youngman Fund	Totals Fund
1984	$ 2013014				18371	131529			$ 2162914
1985	$ 2587413				22798	159977	253069		$ 3023257
1986	$ 2697257				28762	226409	312431		$ 3264859
1987	$ 3657871				38829	256283	396644		$ 4349627
1988	$ 4475287			690242	36701	241567	344966		$ 5788763
1989	$ 5219196	133506		1083642	38289	272472	371126		$ 7118231
1990	$ 5366897	132431	1619314	1176341	37376	290265	386197		$ 9008821
1991	$ 5948702	134782	1644405	1181928	40802	291127	424606		$ 9666352
1992	$ 7251866	135313	1878258	1154672		337365	454773	1014358	$12226605
1993	$ 8219835	140000	1898990	1144311		360447	437364	2297324	$14498271

For many years, the National Association of College and University Business Officers (NACUBO) have compared the performance of member investment pools. For the first time in 1990, the Pittsburg State University Foundation was able to measure its investment success in terms of a truly comparative study when its investment funds became a part of the FY 1989 NACUBO Endowment Study. The Foundation participated for the fourth year in the NACUBO Study for FY

1992. See Appendix 15 for an analysis of the PSU Foundation performance as reported in the FY 1992 Study. As in many national studies, the NACUBO report reflects figures almost a year old when they appear.

Many colleges and universities in the NACUBO Study are private institutions that depend heavily on endowment funds for their operations and have been securing them for many years. They tend to have larger endowment investment pools. The endowment funds of the public institutions, especially the regional colleges and universities, are often much smaller, but many are growing rapidly. Most of the public comprehensive universities have established active private support programs only recently. Private support in the public institutions makes a significant impact on educational quality because it supplements legislative operating funds. Public institutions spend less of their endowment income (3.2%) compared to private institutions (4.4%) according to the 1992 NACUBO Study.

The 1992 NACUBO Study enables the Pittsburg State University Foundation to measure its growth in comparison to almost all of the university foundations in the United States. Table 32 gives the rank of the Pittsburg State University Foundation's endowment assets during the past four fiscal years. Of the 419 institutions with endowment assets (24 more than in FY 1991) responding to the NACUBO survey, the Pittsburg State University Foundation ranked 373rd with $13,766,000 in endowment assets. That placed PSU

in the bottom 10.98% of the endowment funds of the 419 institutions responding. In the four years that the University has participated in the NACUBO Endowment Study, the PSU Foundation has gradually risen in the total pool of

TABLE 32
PITTSBURG STATE UNIVERSITY FOUNDATION ENDOWMENT FUNDS
RANK COMPARED TO OTHER INSTITUTIONS

	PSU RANK	TOTAL NUMBER	PERCENT ABOVE SMALLEST	PSU ASSETS*
FY 1989	315	330	04.55	6,233,000
FY 1990	340	367	07.36	9,009,000
FY 1991	361	395	08.61	10,994,000
FY 1992	373	419	10.98	13,766,000

* Market Value

institutions reporting their endowment assets beginning at 4.55% from the bottom in FY 1989. In 1989, PSU's endowment assets exceeded those of only 15 other institutions in the study. In the three intervening years, 89 new institutions have participated in the study. In FY 1992, PSU's total endowment assets exceeded those of 46 other colleges and universities in the NACUBO study.

Public institutions ranked lower than Pittsburg State University included the University of Rhode Island (375), Grand Valley State University (377), Fort Hays State University (378), Southern Illinois University (379), Kent State University (382), University of North Texas (389), Eastern Illinois University (393), Eastern Michigan University (394), Ferris State University (403), Central

Michigan University (404), the University of North Carolina at Wilmington (405), Western Illinois University (408), University of North Carolina at Asheville (409), State University of New York at Albany (412), Indiana University of Pennsylvania (418), and Murray State University (419).

Table 33 reveals the rank of the Pittsburg State University Foundation assets for fiscal years 1989 to 1992 compared to the full-time equivalent students enrolled. The total dollars of endowment for each full-time equivalent student constitutes an important assessment of the strength of an endowment fund and the impact it has on the institution. In this measure, Pittsburg State ranked 59th of 116 public colleges and universities with $2,623 per FTE

TABLE 33
PITTSBURG STATE UNIVERSITY FOUNDATION ENDOWMENT FUND RANK COMPARED TO FULL TIME EQUIVALENT STUDENTS IN PUBLIC INSTITUTIONS

	PSU RANK	TOTAL NUMBER	PERCENT ABOVE SMALLEST	PSU ASSETS FTE STUDENTS
FY 1989	69	92	15.85	$1,299
FY 1990	61	101	39.96	1,786
FY 1991	60	106	43.40	2,239
FY 1992	59	116	49.14	2,623

student. This measure places Pittsburg State University ahead of fifty-seven universities including well-known ones such as Oklahoma State University (63), Michigan State University (66), University of Kentucky (67), University of Arizona (69), Utah State University (77), University of

Illinois (90), Iowa State University (98), and Arizona State University (105). During the past eight years, the University has added 1,072 full-time equivalent students which has posed a challenge to keep the Foundation investment funds growing at a faster rate than the enrollment. Obviously, the increase in scholarship support from the Foundation has added to enrollment growth.

Table 34 compares the Pittsburg State University Foundation average annual compound nominal returns for one, two, three, four, five, and six years. These comparisons reveal that the PSU endowment investment returns exceed those for all institutions in every period except for the FY 1992 fiscal year. For one year, FY 1992, the PSU Foundation realized a 9.5% return compared to an equal-weighted mean for all institutions of 13.1%. The weaker performance of

TABLE 34
PITTSBURG STATE UNIVERSITY FOUNDATION ENDOWMENT FUNDS
AVERAGE ANNUAL COMPOUND NOMINAL (ACTUAL) RETURNS

	PSU RETURNS	EQL-WTD RETURNS	S&P 500 INDEX	LB Govt/Corp INDEX	CPI
1 YR 1992	9.5	13.1	13.4	14.2	3.0
2 YRS 91-92	12.3	10.1	10.4	12.2	3.8
3 YRS 90-92	11.1	9.9	12.4	10.5	4.0
4 YRS 89-92	11.6	10.9	14.4	10.9	4.3
5 YRS 88-92	10.5	8.9	9.7	10.2	4.2
6 YRS 87-92	11.1	9.7	12.1	9.3	4.1

the PSU Foundation endowment funds in FY 1992 may further erode the cumulative investment return performance unless a significant change occurs in FY 1993.

Table 35 records comparative data for one, three, and five year periods of the annual compound returns for institutions in the pool. The Pittsburg State University Endowment Funds average annual compound return of 9.5% for FY 1992 ranked the Foundation 313th among 352 institutions that reported FY 1992 investment returns. The three-year average of 11.1% gave the PSU Foundation a rank of 85th of 304 institutions that reported investment returns. The five-year average of 10.5% gave the Pittsburg State

TABLE 35
PITTSBURG STATE UNIVERSITY FOUNDATION ENDOWMENT FUNDS
RANK BY AVERAGE ANNUAL COMPOUND RETURNS

	1 YEAR 1992			3 YEARS 1990-92			5 YEARS 1988-92		
	Return%	Rank	No	Return%	Rank	No	Return%	Rank	No
FY 1989	12.7	167	278	11.1	53	243			
FY 1990	8.9	169	311	9.3	55	275			
FY 1991	15.2	6	333	12.3	52	304	11.4	23	260
FY 1992	9.5	313	352	11.1	85	333	10.5	41	296

University Foundation a rank of 41st of 296 institutions. Obviously, these longer investment periods demonstrate the over-all effectiveness of the investment strategy that the Pittsburg State University Foundation Board of Trustees has pursued with the United Missouri Investment Council Service.

In a comparative study with the 145 comprehensive colleges and universities reporting their endowment holdings to the Council For Aid To Education for FY 1992 (Tables 5-8 in Appendix 2), the Pittsburg State University Foundation ranked 20th (top 13.79%) in total size at $12,498,814

(includes real estate) and 8th (top 5.52%) in terms of dollars of investment funds for each enrolled student.

The Pittsburg State University Foundation will continue to grow rapidly in this decade. The Campaign for Pittsburg State University: Centennial 2003 Fund, announced in 1993, will attract broad support among the 45,000+ alumni and many friends of the University. That support will strengthen the endowment fund in addition to completing several capital projects. A top priority of the Foundation will be the establishment of a stronger planned giving program to build endowment funds.

Internal growth of the endowment funds will occur because of the recently adopted spending policy. The Board of Trustees adopted a policy effective for the earnings of the FY 1993 fiscal year limiting spending to 5% of the market value of the invested funds calculated over a three-year period. An additional 1% will be used for management costs while 4% of the targeted total projected earnings will be returned to the principal. The amount returned to the principal may vary each year below or above the targeted 4% figure depending on the earnings for that year.

Pittsburg State University has chosen to strengthen its programs through private funds in addition to state support. By 2003 when the University celebrates its Centennial, the PSU Foundation has projected at least $50,000,000 in endowment resources. These resources will enable Pittsburg State University to reach a level of maturity that will keep

it among the leaders of public comprehensive colleges and universities well into the next century. Those of us who have had a part in this expansion period of Pittsburg State University will always remember with pride the role we played in establishing a strong basis for the future.

DEVELOPMENT PLANS FOR FY 1994 AT PITTSBURG STATE UNIVERSITY

GENERAL

1. Adhere to the Annual Development Calendars in Appendix 1 in planning development programs.

2. Strengthen the Pittsburg State University Foundation by working closely with the Board of Trustees.

   A. Add new trustees, as vacancies occur on the Board of Trustees, who have great potential to strengthen the Foundation.

   B. Challenge the Pittsburg State University Foundation Trustees to a sustained role in fund raising for the University by providing opportunities for leadership in public roles on the Board of Trustees and its committees, University Advisory Councils, and in other University-community relationships.

   C. Provide opportunities for trustees to participate in the various development programs throughout the year.

   D. Provide opportunities for trustees to participate in effective management of the endowment funds.

   E. Involve trustees in conducting the Campaign For Pittsburg State University: The Centennial 2003 Fund.

   F. Publish a Foundation newsletter incorporating current information on development activities and highlight the work of the trustees.

   G. Publish a Foundation brochure giving its history, programs, members, and ways to support it.

3. Implement a program to keep in contact with major donors and recognize their importance in advancing the university.

4. Implement specific donor research projects to provide base for target mailings to include:

   A. Who's Who Among Students in American Colleges and Universities.
   B. Outstanding Seniors and runners-up
   C. Greeks

D. Meritorious Achievement Award Recipients
E. Outstanding Young Alumni
F. Alumni Association Board of Directors
G. Honors College
H. Scholarship holders
I. Athletic letterholders
J. Honorary organizations

5. Conduct the Annual Fund Campaign (University and Athletic Funds) as planned.

6. Coordinate special events.

   A. O. Gene Bicknell Celebrity Golf Tournament

   B. Gorilla Golf Tournament

   C. President's Club Dinner for major donors

   D. Major donor breakfast in conjunction with the summer reunion program.

   E. Other potential activities

7. Complete capital projects begun as a part of the Campaign for Distinction. Notable among these is the Fisk pipe organ for McCray Recital Hall.

8. Develop the Planned Giving Program through regular contact with the alumni donors in the target classes before 1950.

9. Coordinate the Foundation Scholarship Program to feature scholarship donors and inform them of awards made from their endowed scholarship. Establish a newsletter to provide more information to donors about the scholarship program.

10. Develop a comprehensive program for students to educate them on the purposes of the Alumni Association and the PSU Foundation and their responsibility to support these organizations upon graduation from the University.

11. Coordinate alumni, development, public relations, and radio station efforts through regular meetings of the directors.

12. Revise the Office of Development Manual of Policies and Procedures.

13. Conduct the Campaign for Pittsburg State University: Centennial 2003 Fund.

THE ANNUAL FUND

University Fund--Community Campaign

1. Conduct the Community Campaign for Pittsburg State University in Pittsburg, Frontenac, and Arma, Kansas, on October 26-November 5, 1993. It will feature the following:

   A. A local chairperson will write a cover letter a week before October 26 to each owner, manager or individual who will be solicited. The letter will stress the need, and urge their support on a continuing basis.

   B. Newspaper, TV, and radio coverage will be utilized before and after the cover letter is received.

   C. About fifty solicitors from the community and fifty University people, working in teams of two, will be asked to make seven or eight calls on the Campaign days.

   D. No Athletic Fund pledges will be received in this Campaign.

   E. A kick-off breakfast will be held in the Overman Student Center on Tuesday, October 26, 1993.

2. Conduct the Faculty/Staff Campaign for Pittsburg State University employees on October 26-November 5, 1993. It will feature the following:

   A. A Faculty/Staff Advisory Committee will review the plans for the Campaign.

   B. A campus chairperson will write a cover letter a week before October 26 to each member of the current faculty and staff and retired members. The letter will stress the need and urge their support on a continuing basis.

   C. Promote the Campaign in the campus Insight, in flyers, and by posters.

   D. Hold a kick-off breakfast in the Overman Student Center on Tuesday, October 26, 1993.

University Fund--Direct Mail

1. The first direct-mail letter will be a report from the President to be mailed in August.

A. The President's Message is mailed to all alumni and friends, regardless of previous gifts in that fiscal year. It includes a pledge card and reply envelope.

B. Faculty and staff members are omitted from this general mailing, as are retired faculty and staff. A separate mailing of the President's Message is sent to faculty and staff and does not include a pledge card.

2. The second direct mailing has two parts. The first is a continuation of the existing second direct mail piece; the second part involves the fall mailing of the Class Agent Program.

   A. A general mailing is sent prior to Thanksgiving to all alumni and friends who are not involved in the Class Agent Program and who have not yet made a pledge or gift to the PSU Foundation in the current fiscal year.

   B. The Class Agent mailing goes to all classes involved in the Class Agent Program, regardless of previous gifts in that fiscal year. Both mailings include a pledge card, and a reply envelope.

3. The third direct mail will be sent in the spring to all alumni involved in the Class Agent Program, regardless of previous gifts in that fiscal year. It includes a letter from their class agent, a pledge card, and reply envelope.

4. A LYBUNT (Last Year But Not This) mailing will be sent in May to all past donors the previous two fiscal years who have not yet made a gift to the University. The piece is signed by the President and stresses that the fiscal year ends June 30th.

5. Prepare target mailings to past recipients of Outstanding Young Alumni, Meritorious Achievement and Outstanding Senior awards and a year-end mailing to November and December donors.

6. Send target mailings to alumni who work for matching gift companies.

7. Conduct a general review of the direct-mail solicitation program in the spring of 1994.

University Fund--Phonathon

1. Develop a post card with a message by students to be sent to those regular Phonathon contributors, reunion year classes, VISA card holders, past student callers,

and others, reminding them that they will be called during the 1994 Phonathon.

2. Maintain the advance planning schedule of previous years.

3. Include in the autumn editions of The Pittsburg State University Magazine and the Report information about the plans for the 1994 Phonathon.

4. Continue last year's evening and Sunday afternoon schedule for Pittsburg.

5. Continue the mini-phonathons in the current six cities of Bartlesville and Tulsa, Oklahoma; Springfield and St. Louis, Missouri; and Kansas City and Wichita, Kansas.

6. Develop a calling program using paid student callers directed to a selected list of about 5,000 people that will include non-donors who were class officers, scholarship recipients, and other targeted persons.

7. Provide another incentive for graduates to increase their pledges.

8. Write personalized letters again to those previous-year contributors from the Phonathon who cannot be reached by telephone, soliciting their continued financial support of their alma mater.

9. Conduct an advanced training seminar for faculty and staff members who wish to improve their phoning skills.

University Fund--Special Projects

1. In an effort to improve the percentage of alumni donors, the Class Agent Program will be expanded in the autumn of 1993. The classes of 1930 through 1976 and the class of 1993 will be in the program.

2. Continue the Convergent Communications Alumni Network Program that permits alumni to receive a ten percent savings on their long distance telephone calls and assign those savings to the PSU Foundation.

3. Plan strategies to expand and improve the Matching Gift Program. These will include several individual efforts.

   A. Check with CASE to see if they have developed a software program that includes information about matching gift companies contained in their annual report. Urge them to do this if they have not considered it.

B. Continue to prepare and update a computer list based on PSU donors who work for a matching gift company. Publicize that list by printing it in newsletters and other publications.

C. Continue to include a space on the pledge card mailed to alumni and friends for them to write in their employers name.

D. Continue to include a space on the phonathon pledge card for callers to record employer information.

E. Develop target alumni mailings to secure employer information.

F. Consider purchasing matching gift folders for the Class Agent Letter.

G. Review the possibility of a survey to alumni in the Alumni Directory to see if they still work for the same company. At the least, determine from the computer program provided by the publisher the matching gift employers of alumni at the time information was secured for the directory.

4. Continue to work with the Student Foundation Board to assist the Office of Development in fund raising.

5. Continue to develop the Senior Gift Program through the assistance of the Student Foundation Board and the Senior Class Gift Steering Committee.

6. Continue the Payroll Deduction Program that allows faculty and staff members to deduct gifts to the PSU Foundation from their monthly paychecks. Promote the program using articles in the Insight and special mailing pieces to all faculty and staff members.

7. Coordinate activities for parents in a first stage of a Parent's Program.

8. Produce a semi-annual scholarship newsletter to current scholarship contacts.

9. Promote the Ted Watts 1957 National Championship art work with the introduction during Homecoming 1993 on October 22 at the Friday evening dinner.

A. Special letters will be mailed to members of the 1957 team inviting them to the Hall of Fame breakfast. The accomplishments of the team will be highlighted as well as the unveiling of the 1957 national championship artwork.

B. Team members will be given the opportunity to purchase the print number that corresponds with their jersey for a limited time. Also, team members will be encouraged to order additional prints for members of their family.

C. Have prints available for sale to the public from the PSU Foundation.

D. Display original art in lobby area of each local bank.

E. Mail special letter offering print to all past football lettermen and supporters of the athletics program during the last two fiscal years.

10. Promote the Ted Watts "Christie Allen" art work.

A. Have prints available for sale to the public from the PSU Foundation.

B. Display original art in lobby area of each local bank.

Athletics Fund

1. Expand the Athletics Marketing Program under the Sports Information Director.

2. Plan, with the assistance of the Athletic Development Committee, for over-all athletic fund-raising activities and implement a marketing plan.

3. Conduct the lettermen's phonathons as scheduled.

4. Conduct the Athletics Scholarship Drive in early May, 1994.

5. Continue the Endowment for Excellence in Athletics program directed by Wayne Allai to raise $500,000 in endowment funds for athletic scholarships.

6. Implement a comprehensive licensing program for Pittsburg State University merchandise.

Student Education Program

1. The Office of Alumni Relations shall conduct the following programs for the Student Alumni Association.

A. Provide leadership activities consisting of a retreat for officers and a leadership retreat for members.

B. Select Student Alumni Association members to attend the Alumni Chapter meetings scheduled for FY 1994.

C. Organize Student Alumni Association participation in the annual Alumni Association Membership Phonathon.

D. Involve the Student Alumni Association members in the promotion of the VISA card at University events such as the Career and Decision Day and the Nursing and Allied Health Fair.

E. Arrange for Student Alumni Association members to serve as leaders of campus tours for returning alumni and provide an educational program for them to acquaint them with University buildings and history. Also arrange for one of them to participate in the Homecoming Steering Committee.

F. Encourage Student Alumni Association members to participate in other University activities relating to students such as the CARES Program.

G. Create a plan for all members of the Student Alumni Association to participate in the PSU Foundation Phonathon by securing other students as callers and making calls themselves.

H. Involve the Student Alumni Association members in the Alumni Career Network and activities such as the sponsorship of a Career Night and the JOB BANK, USA.

I. Participate in the Senior Recognition Week in cooperation with the Student Foundation Board.

2. The Office of Development shall conduct the following programs for the Student Foundation Board and the Senior Gift Council. Efforts will continue to focus on strengthening the Student Foundation Board by working closely with them to enhance the student support of the Pittsburg State University Foundation and its endeavors.

A. Assist with the annual Foundation Phonathon to involve as many students as possible. Increased student involvement will help increase the amount of unrestricted giving to the University.

B. Oversee the continuation of the Senior Gift Program for the Class of 1994.

C. Establish the Honorary Family Awards to be presented during PSU Family Day on Saturday October 9, 1993.

D. Provide assistance with the 1994 PSU Community Campaign by attending the annual kick-off breakfast on October 26, 1993. Additional selected student leaders are also invited to attend and interact with volunteer workers.

E. Organize and host a President's Update on the University for Students featuring President Donald W. Wilson in November. Leaders from student organizations across campus would receive an invitation from the President's Office.

F. Develop plans for Senior Week for the Class of 1994 to be held April 11-15, 1994, in cooperation with the Student Alumni Association and the Student Activities Center.

Planned Giving

1. Fund the position of Director of Planned Giving. Make the position broad enough to include general development activities, donor research, corporate and foundation affairs, and planned giving.

2. Complete a two-year cycle of advertisements in all PSU publications on bequests and insurance gifts.

3. Organize a Heritage Club of those who have included PSU in their estate planning.

4. Prepare a PSU Foundation booklet that will encourage selected donors to make current and planned gifts.

OTHER

Alumni Relations

1. Emphasize the Membership Marketing Program in the Office of Alumni Relations to increase membership in the Alumni Association.

2. Conduct alumni meetings for the all alumni chapters.

3. Conduct alumni reunions for the tenth, twenty-fifth, and fortieth class anniversaries in conjunction with Homecoming activities in the fall. The reunions for the forty-fifth, fiftieth, fifty-fifth, and sixtieth classes will be scheduled in June, 1994, along with the activities for the Half-Century Club.

4. Strengthen the Student Alumni Association program through a review of their activities to make certain that they will obtain a complete perspective of alumni relations.

5. Encourage alumni involvement activities to assist the University's legislative program.

6. Strengthen relations between the University Community and the PSU Alumni Association and the University Foundation.

7. Provide a service to alumni which will allow them to purchase mail-order PSU merchandise from an area vendor. Promote merchandise sales with distribution of a brochure and with display of merchandise at alumni chapter meetings.

8. Promote the VISA and MasterCard credit cards as a way to integrate a special group of alumni into the University's support base.

9. Develop an alumni welcome area at the Alumni Center to include brochures about the University and other material that might have an interest for them.

10. Review several aspects of the alumni relations program including the following.

    A. Prepare a five-year analysis of alumni memberships including geographical distribution, increases, and dues income.

    B. Review the alumni geographical distribution in order to identify clusters where chapters may be formed and other meetings held.

    C Review alumni attendance at chapter meetings with an analysis of membership in the Association and contributions to the Foundation.

Public Relations

1. Provide support services including publication development, media relations, and publicity for The Campaign for Pittsburg State University: Centennial 2003 Fund.

2. Prepare a comprehensive plan to utilize the resources of the Division of Development and Public Relations to enhance the University image.

3. Assist the Office of Development in the production of materials used in various fund-raising programs. This

includes printed materials for the direct mail campaign, community campaign, phonathon, athletics and special projects.

4. Publish two issues of the Pittsburg State University Magazine and one issue of the Pittsburg State University Report.

5. Publish two issues of each newsletter for the College of Arts and Sciences, School of Business, School of Education and School of Technology.

6. Publish three issues of the Foundation News and two issues of the Gorilla News.

7. Handle media relations for the community campaign, phonathon, and special projects.

8. Provide assistance in media relations and the development of printed materials for KRPS and Alumni Relations.

9. Provide publicity for special gifts.

10. Work with appropriate individuals on the development of an athletic marketing plan.

Radio Station KRPS-FM

1. Monitor the budget to assure responsible fiscal operation of KRPS in FY 1994.

2. Conduct on-air fundraisers in October, coordinated with the national effort, and in March/April.

3. Continue to expand efforts in underwriting and the retention of memberships.

4. Continue to expand student, faculty, and community involvement in the daily operation of KRPS.

5. Continue to seek renters for the KRPS broadcast tower.

6. Publish the monthly program guide.

7. Begin a more aggressive marketing campaign in the Joplin metro area.

8. Begin efforts toward localized support organizations in the four-state area.

9. Continue legislative relations and support for Public Radio at the state level.

APPENDIX 1

PITTSBURG STATE UNIVERSITY
DIVISION OF DEVELOPMENT AND PUBLIC RELATIONS
GENERAL CALENDAR
JULY 1, 1993 TO JUNE 30, 1994

JULY 1993

07.05	Holiday		
07.06	Alumni Association Awards Committee Meeting	3:00 PM	Alumni C
07.17	Alumni Association Meeting/Dessert Reception		Alumni C

AUGUST 1993

08.01	Track Phonathon/ends August 2		Alumni C
08.20	PSU Foundation Executive Committee Meeting	11:00 AM	Alumni C
08.20	Annual PSU Foundation Meeting	1:45 PM	Alumni C
08.23	PSU Foundation Investment Meeting	3:00 PM	Alumni C
08.23	Classes Begin - Fall Semester		
08.25	Direct Mail #1		
08.25	Alumni Association Welcome Week Event		
08.27	Student Alumni Association Conf/Columbus OH		

SEPTEMBER 1993

09.01	Inkind Gift Recognition Dinner	6:00 PM	Alumni C
09.04	Football/PSU at North Dakota State U Fargo, North Dakota Alumni Meeting	7:00 PM	
09.06	Holiday		
09.09	Alumni Association Lunch/PSU Administrators	11:30 AM	Student C
09.09	Tulsa, Oklahoma Chapter Meeting	6:30 PM	
09.14	Joplin, Missouri Chapter Meeting	6:30 PM	
09.14	UPCC Planning Documents		
09.18	Football/PSU at Missouri Southern State C	7:00 PM	
09.18	Washington D. C. Chapter Meeting		
09.23	Alumni Association Career Day		Student C
09.23	Cherokee County Chapter Meeting/Columbus KS	6:30 PM	
09.24	University Councillor's Meeting	8:00 AM	Alumni C
09.24	President's Club Dinner/rescheduled 10.29	6:30 PM	Student C
09.25	Football/Missouri Western State C at PSU	7:00 PM	
09.25	Hall of Fame Brunch	9:30 AM	Studemt C
09.25	Athletic Advisory Committee Meeting	11:30 AM	Student C
09.25	Alumni Association Board Meeting	4:00 PM	Alumni C
09.28	Fort Scott, Kansas Chapter Meeting	6:30 PM	
09.30	PALS/Joe Steffan		

OCTOBER 1993

10.02	Topeka, Kansas Chapter Meeting	11:00 AM	
10.02	Football/PSU at Washburn University	7:00 PM	
10.07	Neosho County Chapter Meeting	6:30 PM	
10.08	PSU Foundation Executive Meeting	8:30 AM	
10.09	Football/Missouri-Rolla at PSU	7:00 PM	

10.09	Family Day		
10.09	Pittsburg Tailgate Meeting	11:30 PM	
10.10	Senior Reception	4:00 PM	Wilson's
10.12	Girard, Kansas Chapter Meeting	6:30 PM	
10.16	Football/PSU at Southwest Baptist U	2:00 PM	
10.17	Basketball Phonathon/ends October 18		Alumni C
10.20	Homecoming Convocation	12:30 PM	Stadium
10.21	Outstanding Young Alumni Dinner	7:00 PM	Student C
10.22	Direct Mail #2 Fall Class Agent Mailing		
10.22	Reunion and OYA Recognition Dinner	7:00 PM	Student C
	1957 Art Print Unveiling		Student C
10.23	Homecoming/Central Missouri U at PSU Breakfast, Luncheon, Postgame Reception	2:00 PM	
10.23	KRPS Fall Membership Campaign/ends 10.31		
10.25	Timmons Series/Jo McDougall	8:00 PM	Timmons C
10.26	Community Campaign and Faculty/Staff Kick-off Breakfast	7:30 AM	Student C
10.26	Community Campaign and Faculty/Staff Campaign/ends 11.05		
10.29	President's Club Dinner	6:30 PM	Student C
10.28	Bartlesville Chapter Meeting		
10.30	Football/Northwest Missouri State C at PSU	7:00 PM	
10.30	Legislators Dinner	5:15 PM	Alumni C

NOVEMBER 1993

11.01	Alumni Membership Phonathon/ends November 7		
11.06	Football/PSU at Northeast Missouri State C	1:00 PM	
11.11	Timmons Series/Charles Gusewelle		
11.11	Labette County Chapter Meeting/Parsons		
11.13	Alumni Association Nominating Committee	11:30 AM	
11.13	Football/Emporia State C at PSU	1:30 PM	
11.13	Post Game Reception/Unveiling of Gus		Student C
11.18	Music Performance/Dr. Paul Carlson	8:00 PM	Alumni C
11.22	PSU Foundation Investment Meeting	1:00 PM	Alumni C
11.23	Retired Faculty Dinner		
11.25	Thanksgiving Holiday/November 26		

DECEMBER 1993

12.03	PSU Foundation Executive Meeting	11:00 AM	Alumni C
12.03	PSU Foundation Meeting	1:00 PM	Alumni C
12.08	Timmons Series/Christmas Concert	8:00 PM	Timmons C
12.09	Alumni Association Awards Committee		Alumni C
12.10	Timmons Series/Christmas Concert	8:00 PM	Timmons C
12.10	SAA Survival Kits		
12.17	Fall Semester Ends		

JANUARY 1994

01.01	Holiday		
01.12	Classes Begin - Spring Semester		
01.10	Alumni Carribean Cruise/Jan 10-17/St. Louis		

01.17	Alumni Caribbean Cruise/Jan 17-24/Kansas City		
01.17	Holiday		
01.27	Alumni Association Career Night	7:00 PM	Alumni C
10.28	PALS/Beauty and the Beast		

FEBRUARY 1994

02.06	PSU Foundation Phonathon/ends March 3		
02.08	Timmons Series/Warren Deatherage	8:00 PM	Timmons C
02.12	Alumni Association Awards Committee		Alumni C
02.12	Alumni Association Board Meeting		Alumni C
02.18	PSU Foundation Executive Meeting	8:30 AM	Alumni C
02.21	PSU Foundation Investment Meeting	3:00 PM	Alumni C

MARCH 1994

03.03	University Councillor's Meeting	8:00 AM	Student C
03.03	Commemoration Day (Apple Day)	10:00 AM	McCray Hall
03.03	Distinguished Service Awards	10:00 AM	McCray Hall
03.04	Oklahoma City Meeting	6:30 PM	
03.05	Dallas/Fort Worth Chapter Meeting	6:30 PM	
03.06	PALS/Chicago Dance Theater		
03.08	Timmons Series/Robert Timmons	8:00 PM	Timmons C
03.11	Wichita, Kansas Chapter Meeting	6:30 PM	
03.19	Denver, Colorado Chapter Meeting	6:30 PM	
03.19	Alumni Ski Trip/March 19-25		
03.20	Spring Break/ends March 27		
03.25	Phoenix, Arizona Chapter Meeting	6:30 PM	
03.26	Southern California Chapter Meeting	6:30 PM	
03.	KRPS Spring Membership Drive		
03.29	PALS/Tabitha Soren		

APRIL 1994

04.01	Spring Class Agent Mailing		
04.02	PSU Foundation Executive Meeting	11:00 AM	Alumni C
04.02	PSU Foundation Meeting	1:00 PM	Alumni C
04.03	Football Phonathon/ends April 4		Alumni C
04.05	Independence, Kansas Chapter Meeting	6:30 PM	
04.07	Miami, Oklahoma Chapter Meeting	6:30 PM	
04.11	PALS/Pat Surface		
04.12	Northwest Arkansas Chapter Meeting	6:30 PM	
04.15	Coffeyville, Kansas Chapter Meeting	6:30 PM	
04.15	Senior Send-Off		
04.18	Senior Gift Call-a-Thon/ends April 21		Alumni C
04.21	Wilson County/Fredonia Chapter Meeting	6:30 PM	
04.23	Kansas City Area Chapter	6:30 PM	
04.24	Football Phonathon/ends April 25		Alumni C

MAY 1994

05.04	Phonathon Awards Party		
05.05	Springfield, Missouri Chapter Meeting	6:30 PM	
05.05	Athletic Fund Drive/ends June 6		
05.13	Annual Alumni Association Board Meeting	7:00 PM	Student C
	Meritorious Achievement Recipient Dinner	7:00 PM	Student C
05.14	Commencement	10:00 AM	Weede Gym
05.23	PSU Foundation Investment Meeting	3:00 PM	

JUNE 1994

06.01	LYBUNT Mailing		
06.06	MIAA Alumni/Dev Conf/Emporia/ends June 7		
06.07	Summer Classes Begin June 14		
06.14	Reunion Classes		Alumni C
06.15	Half Century Reunion		Alumni C
06.24	PSU Foundation Executive Meeting	8:30 AM	Alumni C

10/28/93

PITTSBURG STATE UNIVERSITY
OFFICE OF DEVELOPMENT
ANNUAL FUND CALENDAR
FISCAL YEAR 1994

JULY 1993	
July 1	Matching gift companies letter-appreciation for past gifts and contacts for upcoming year
July 6	$100+ donor list ready for President's Office to produce thank you letters
July 20	Direct Mail to non-donors who work for matching gift companies
July 30	Direct Mail to past Meritorious Achievement Award Recipients and Outstanding Young Alumni recipients
July 30	May 1993 new graduate tracking postcard
AUGUST 1993	
August 2	Phonathon reminders to $100+ pledge donors - special letter with callers names
August 3	Final reminder letter for Community Campaign from the FY 93 campaign chairperson
August 25	Direct mail #1 - President's Message
SEPTEMBER 1993	
September 1	In-kind gift recognition dinner
September 3	Payroll deduction plan mailing to all faculty staff
September 7	Class of 1994 Steering Committee Meeting
September 9	In-kind campus informational mailing to all unclassified members
September 15	Mail class agents letters for approval
September 24	President's Club Dinner
September 30	July 1993 new graduate tracking postcard
OCTOBER 1993	
October 1	Return deadline for class agent approval of letters
October 4	Class of 1994 Steering Committee Meeting
October 10	Class of 1994 Senior Reception at President's Home
October 17-18	Basketball Phonathon
October 18	Community campaign "door opener" letter
October 19	Faculty/staff campaign letter from chair
October 22	Direct Mail #2 Fall Class Agent Mailing

October 26	Community Campaign and Faculty/Staff Campaign Kick-Off Breakfast
October 26-29	Community Campaign and Faculty/Staff Campaigns

NOVEMBER 1993

November 1	Class of 1994 Steering Committee Meeting
November 23	Retired faculty dinner

DECEMBER 1993

December 1	Holiday card mailing to PSU Foundation, Inc. Members, Trustees, Class Agents, and Endowed Scholarship Contacts
December 1	Year-end mailing to past November and December donors
December 3	In-Kind mailing to past in-kind gift contacts
December 6	Class of 1994 Steering Committee Meeting

JANUARY 1994

January 14	Phonathon postcard mailing
January 18	Class of 1994 Steering Committee Meeting

FEBRUARY 1994

February 7	Class of 1994 Steering Committee Meeting
February	Review of O. Gene Bicknell Celebrity Golf
February 6 - March 3	Foundation Phonathon
February 25	Mail class agents letters for approval

MARCH 1994

March 1	December 1993 new graduate tracking postcard
March 7	Class of 1994 Steering Committee Meeting
March 9	"Sorry we missed you" phonathon clean-up mailing to donors not reached
March 11	Return deadline for class agent approval of letters
March 18	Reminder letter (#1) for Phonathon - Part A
March 24	Faculty/Staff spring solicitation mailing

APRIL 1994

April 1	Spring Class Agent Mailing
April 3-4	Football Phonathon
April 4	Class of 1994 Steering Committee Meeting

April 4	In-kind campus wrap up letter to all unclassified members and phone calls to all chairs
April 6	Reminder letter (#1) for Phonathon - Part B
April 15	Phonathon Etching Mailing
April 18-21	Senior Gift Call-a-thon
April 20	Reminder letter (#2) for Phonathon - Part A
April 22	Mailing on Payroll Deduction Plan to past enrollees
April 25	Football phonathon

MAY 1994

May 2	Class of 1994 Steering Committee Meeting
May 4	Phonathon Awards Party
May 5	Class of 1995 Steering Committee Organizational Meeting
May 5 - June 6	Athletic Fund Drive
May 6	Reminder letter (#2) for Phonathon - Part B

JUNE 1994

June 1	LYBUNT mailing to all FY 93 donors who have not yet given in FY 94
June 1	Phonathon pen and ink mailing
June 15	Mailing to all deans, directors, chairs, asking for alumni updates - enclose forms to complete
June 15	Foundation breakfast honoring Meritorious Achievement Award Recipients and major donors during the Half Century Reunion

PITTSBURG STATE UNIVERSITY
OFFICE OF DEVELOPMENT
CALENDAR FOR PLEDGE REMINDERS
FISCAL YEAR 1994

COMMUNITY CAMPAIGN/FACULTY STAFF

August 2	Final Reminder Letter FY 93 Campaign
	All pledges are set up for quarterly reminders based on the date of the initial pledge.

PHONATHON

August 2	Phonathon reminder letter to $100+ pledge donors - special letters
March 18	Reminder letter (#1) for Phonathon - Part A
April 6	Reminder letter (#1) for Phonathon - Part B
April 20	Reminder letter (#2) for Phonathon - Part A
May 6	Reminder letter (#2) for Phonathon - Part B

DIRECT MAIL

Reminder letters are sent as needed on a quarterly basis depending on the date of the pledge.

PITTSBURG STATE UNIVERSITY
OFFICE OF PUBLIC RELATIONS
CALENDAR OF PUBLICATIONS
FISCAL YEAR 1994

JUNE 1993	
June 23	Magazine Copy Due
JULY 1993	
July 25	Gorilla News/Copy Due
AUGUST 1993	
August 13	Magazine Delivery
August 16	Kelce Connection/Copy Due
August 18	Foundation News/Copy Due
August 19	Gorilla News/Delivery
SEPTEMBER 1993	
September 15	Technology News/Copy Due
September 15	Kelce Connection/Delivery
September 20	Foundation News/Delivery
OCTOBER 1993	
October 12	Scholar/Copy Due
October 12	Universitas/Copy Due
October 15	Technology News/Delivery
October 22	Report Newsletter/Copy Due
NOVEMBER 1993	
November 1	Foundation News/Copy Due
November 15	Scholar News/Delivery
November 16	Universitas/Delivery
November 29	Report/Delivery
DECEMBER 1993	
December 7	Foundation News/Delivery
JANUARY 1994	
January 17	Gorilla News/Copy Due
January 27	Magazine/Copy Due
FEBRUARY 1994	
February 16	Gorilla News/Delivery
February 16	Kelce Connection/Copy Due
MARCH 1994	
March 2	Magazine/Delivery
March 16	Foundation News/Copy Due
March 18	Technology/Copy Due
March 25	Kelce Connection/Delivery
March 25	Scholar/Copy Due
March 25	Universitas/Copy Due

APRIL 1994

April	18	Technology/Delivery
April	21	Foundation News/Delivery
April	30	Scholar/Delivery
April	30	Universitas/Delivery

Pittsburg State University Magazine
Vol. 5, No. 1 (Fall, 1993)
Vol. 5, No. 2 (Spring, 1994)

Pittsburg State University Report
Vol. 4, No. 1 (Fall, 1993)

PSU Foundation News
Vol. 8, No. 1 (Summer, 1993)
Vol. 8, No. 2 (Fall, 1993)
Vol. 8, No. 3 (Spring, 1994)

College of Arts and Sciences Universitas
Vol. 3, No. 1 (Fall, 1993)
Vol. 3, No. 2 (Spring, 1994)

School of Business Kelce Report
Vol. 4, No. 1 (Fall, 1993)
Vol. 4, No. 2 (Spring, 1994)

School of Education Scholar
Vol. 7, No. 1 (Fall, 1993)
Vol. 7, No. 2 (Spring, 1994)

School of Technology Report
Vol. 7, No. 1 (Fall, 1993)
Vol. 7, No. 2 (Spring, 1994)

Gorilla News
Vol. 9, No. 1 (Fall, 1993)
Vol. 9, No. 2 (Spring, 1994)

PITTSBURG STATE UNIVERSITY
KRPS CALENDAR
FISCAL YEAR 1994

JULY 1993	
July 1	Monthly membership/underwriting reminders
July 15	August Mosaic to printing
July 18	Mosaic mailed
July 20	Final Spring Campaign billing
July 23	Monthly/Quarterly Reminders Mailed
AUGUST 1993	
August	Order any premiums for fall membership drive
August	Planning for fall membership drive
August	First Fall Campaign renewal notices
August 1	Monthly membership/underwriting reminders
August 15	September Mosaic to printing
August 23	Monthly/Quarterly reminders
August 20	September Mosaic mailed
SEPTEMBER 1993	
September	Planning for fall membership drive
September	Friends of KRPS meeting (date TBA)
September	Second Fall Campaign renewal notices
September 1	Monthly membership/underwriting reminders
September 16	October Mosaic to printing
September 19	October Mosaic mailed
September 23	Monthly/Quarterly reminders
OCTOBER 1993	
October 1	Monthly membership/underwriting reminders
October 15	November Mosaic to printing
October 18	November Mosaic mailed
October 23	Monthly/Quarterly Reminders Mailed
October 25-31	Fall Membership Campaign
NOVEMBER 1993	
November	Schedule Holiday programming
November	Prepare Holiday Mosaic
November 1	Monthly membership/underwriting reminders
November 15	December Mosaic to printing
November 19	December Mosaic mailed
November 23	Monthly/Quarterly Reminders
DECEMBER 1993	
December	Friends of KRPS meeting
December 1	Monthly membership/underwriting reminders
December 12	January Mosaic to printing
December 17	January Mosaic mailed
December 20	Second Fall Membership Reminders
December 23	Monthly/Quarterly reminders

JANUARY 1994	
January 1	Monthly membership/underwriting reminders
January 15	February Mosaic to printer
January 18	February Mosaic mailedd
January 23	Monthly/Quarterly Reminders Mailed
January 31	Final Fall Membership Reminders
FEBRUARY 1994	
February	Planning for spring membership drive
February	First Spring Campaign renewal notice
February	Order any premiums for membership drive
February 1	Monthly membership/underwriting reminders
February 14	March Mosaic to printing
February 19	March Mosaic mailed
February 23	Monthly/Quarterly Reminders
MARCH 1994	
March	Planning for spring membership drive
March	Second Spring Campaign renewal notice
March	Friends of KRPS meeting
March 1	Monthly membership/underwriting reminders
March 16	April Mosaic to printer
March 19	April Mosaic mailed
March 23	Monthly/Quarterly Reminders Mailed
APRIL 1994	
March/April	Spring Membership Drive dates TBA
April 1	Monthly membership/underwriting reminders
April 15	May Mosaic to printer
April 20	May Mosaic mailed
April 23	Monthly/Quarterly Reminders Mailed
MAY 1994	
May 1	Monthly membership/underwriting reminders
May 15	June Mosaic to printer
May 20	June Mosaic mailed
May 23	Monthly/Quarterly Reminders Mailed
JUNE 1994	
June	Friends of KRPS meeting
June 1	Monthly membership/underwriting reminders
June 15	July Mosaic to printer
June 18	July Mosaic mailed
June 23	Monthly/Quarterly Reminders Mailed

PITTSBURG STATE UNIVERSITY
OFFICE OF ALUMNI RELATIONS
CALENDAR OF ALUMNI CHAPTER MEETINGS
FISCAL YEAR 1994

JULY 1993	
AUGUST 1993	
SEPTEMBER 1993	
September 4	Fargo Alumni Meeting
September 9	Tulsa Chapter Meeting
September 14	Joplin Chapter Meeting
September 18	Washington D. C. Chapter Meeting
September 23	Cherokee County Chapter Meeting at Columbus
September 28	Fort Scott Chapter Meeting
OCTOBER 1993	
October 2	Topeka Chapter Meeting
October 7	Neosho County Chapter Meeting/Chanute
October 9	Pittsburg Tailgate Party
October 12	Girard Chapter Meeting
October 28	Bartlesville Chapter Meeting
NOVEMBER 1993	
November 11	Labette County Chapter Meeting/Parsons
MARCH 1994	
March 4	Oklahoma City Chapter Meeting
March 5	Dallas/Fort Worth Chapter Meeting
March 11	Wichita Chapter Meeting
March 19	Denver Chapter Meeting
March 25	Phoenix Chapter Meeting
March 26	Southern California Chapter Meeting
APRIL 1994	
April 5	Independence Chapter Meeting
April 7	Miami Chapter Meeting
April 12	Northwest Arkansas Chapter Meeting
April 15	Coffeyville Chapter Meeting
April 21	Wilson County/Fredonia Chapter Meeting
MAY 1994	
May 5	Springfield Chapter Meeting

APPENDIX 2

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1992

Table 1

Alphabetical Listing

	Dollars Raised	Enrollment	Dollar Ratio
U of Alabama/Huntsville	818,505	8,058	101.58
Alcorn State U/MS	419,955	3,244	129.46
Appalachian State U/NC	3,842,104	11,795	325.74
Arkansas State U	1,705,856	9,717	175.55
U of Arkansas/Little Rock	2,348,849	11,805	198.97
U of Arkansas/Pine Bluff	535,486	3,459	154.81
Armstrong State C/GA	405,317	4,720	85.87
Augusta C/GA	906,594	5,292	171.31
U of Baltimore/MD	1,175,059	5,983	196.40
Bemidji State U/MN	919,684	5,393	170.53
Bloomsburg U/PA	1,666,669	7,008	237.82
Bluefield State C/WV	1,824,922	2,905	628.20
Bowie State C/MD	212,430	4,437	47.88
California State U/Bakersfield	959,740	5,441	176.39
California State U/Chico	7,401,305	15,109	489.86
California State U/Dominguez Hills	1,482,892	13,223	112.14
California State U/Fresno	10,849,928	22,050	492.06
California State U/Fullerton	2,669,649	27,167	98.27
California State U/Hayward	1,161,558	16,367	70.97
California State U/Humboldt	1,585,536	8,925	177.65
California State U/Long Beach	15,547,833	30,949	502.37
California State U/Los Angeles	5,240,108	20,801	251.92
California State U/Northridge	4,439,949	29,320	151.43
California State U/Pomona	5,007,284	18,777	266.67
California State U/Sacramento	4,009,810	27,397	146.36
California State U/San Bernardino	1,044,507	12,571	83.09
California State U/San Diego	14,758,327	32,951	447.89
California State U/San Francisco	3,205,560	27,911	114.85
California State U/San Jose	4,665,679	34,452	135.43
California State U/San Luis Obispo	10,479,930	17,575	596.30
California State U/Sonoma	2,057,209	10,472	196.45
California State U/Stanislaus	1,155,457	5,791	199.53
Castleton State C/VT	132,223	2,206	59.94
U of Central Florida	4,405,346	21,267	207.14
Central Michigan U	3,062,162	16,616	184.29

Central Missouri State U	1,297,194	11,621	111.62
Charleston C/SC	1,688,945	8,781	192.34
Clarion U/PA	1,615,526	6,209	260.19
Coppin State C/MD	201,230	2,816	71.46
Corpus Christi State U/TX	725,968	3,831	189.50
Cuny City C/NY	5,457,111	14,692	371.43
Delaware State C	1,551,939	2,882	538.49
Delta State/MS	579,114	4,002	144.71
East Carolina U/NC	7,346,679	16,690	440.18
East Stroudsburg U/PA	488,444	5,494	88.90
East Tennessee State U	2,497,765	12,107	206.31
Eastern Illinois U	3,224,770	10,454	308.47
Eastern Kentucky U	3,500,514	16,525	211.83
Eastern Michigan U	2,344,167	24,217	96.80
Eastern Montana C	590,215	3,631	162.55
Eastern Washington U	1,214,802	8,348	145.52
Edinboro U/PA	1,245,675	8,165	152.56
Emporia State U/KS	1,798,502	6,034	298.06
Fayetteville State U/NC	878,793	3,715	236.55
Ferris State C/MI	2,725,962	12,553	217.16
Fitchburg State C/MA	625,250	5,736	109.00
Florida International U	1,969,506	23,332	84.41
Francis Marion C/SC	482,593	3,903	123.65
Frostburg State U/MD	918,767	5,239	175.37
Georgia Southern U	2,917,950	13,411	217.58
Governors State U/IL	519,925	5,615	92.60
Grand Valley State U/MI	5,750,000	12,565	457.62
Indiana U/PA	2,045,539	14,620	139.91
James Madison U/VA	4,583,801	11,477	399.39
Kean C/NJ	557,946	11,692	47.72
Kutztown U/PA	1,277,084	8,164	156.43
Lock Haven U/PA	386,310	3,713	104.04
Longwood C/VA	782,041	3,305	236.62
U of Maine/Farmington	301,265	2,405	125.27
Mankato State U/MN	1,832,267	16,264	112.66
Mansfield U/PA	384,119	3,371	113.95
Marshall U/WV	5,363,969	12,744	420.90
Mary Washington C/VA	1,473,775	3,700	398.32
U of Massachusetts/Lowell	775,627	13,618	56.96
Metropolitan State C/CO	547,554	17,083	32.05
Michigan Technical U	4,781,026	6,921	690.80
Midwestern State U/TX	3,451,476	5,455	632.72
Millerville U/PA	1,289,636	7,708	167.31
U of Montevallo/AL	786,364	3,256	241.51
Moorhead State U/MN	569,671	8,308	68.57

Morehead State U/KY	1,297,918	8,812	147.29
Murray State U/KY	2,312,428	8,328	277.67
U of North Carolina/Asheville	745,164	3,261	228.51
U of North Carolina/Wilmington	1,330,867	8,130	163.70
U of Keene/SC	556,860	4,891	113.85
U of Plymouth/SC	676,555	4,400	153.76
North Adams State C/MA	129,841	2,390	54.33
North Carolina A&T State U	6,287,267	7,119	883.17
U of North Florida	1,660,201	8,753	189.67
Northeast Louisiana U	1,760,662	11,189	157.36
U of Northern Iowa	4,099,523	13,163	311.44
Northern State C/SD	765,487	2,818	271.64
Oakland U/MI	3,930,779	12,530	313.71
Pittsburg State U/KS	3,604,416	6,166	584.56
Prairie View A&M U/TX	1,693,116	5,590	302.88
Radford U/VA	1,487,871	9,430	157.78
Saginaw Valley State U/MI	1,610,245	6,474	248.72
Salisbury State U/MD	708,774	5,884	120.46
Savannah State C/GA	379,918	2,626	144.68
Shippensburg U/PA	2,031,910	6,707	302.95
Slippery Rock U/PA	644,120	7,925	81.28
South Dakota State U	4,655,671	8,090	575.48
Southeast Missouri State U	2,230,141	8,716	255.87
Southern Arkansas U	573,787	2,892	198.40
U of Southern Indiana	1,010,492	7,021	143.92
U of Southern Maine	1,230,283	10,423	118.04
Southwest Missouri State U	4,182,880	20,672	202.35
Southwest State U/MN	543,469	2,856	190.29
Southwest Texas State U	1,478,152	21,575	68.51
St. Cloud State U/MN	1,495,135	16,325	91.59
Stockton State C	315,291	5,683	55.48
Suny C/Brockport	656,422	9,544	68.78
Suny C/Buffalo	2,356,417	12,471	188.95
Suny C/Cortland	400,163	7,500	53.36
Suny C/Fredonia	519,943	4,957	104.89
Suny C/Geneseo	652,390	5,672	115.02
Suny/New Paltz	821,523	8,475	96.93
Suny/Old Westbury	70,230	N/A	N/A
Suny C/Oneonta	366,584	6,176	59.36
Suny C/Oswego	789,010	8,750	90.17
Suny C/Plattsburgh	680,517	6,448	105.54
Suny C/Potsdam	501,615	4,618	108.62
Suny C of Technology/Utica-Rome	411,106	2,614	157.27
Suny C/Empire	490,996	7,000	70.14
Tarleton State U/TX	630,935	6,420	98.28

U of Texas/A&I	4,867,617	5,937	819.88
U of Texas/Brownsville	1,575	1,457	1.08
U of Texas/El Paso	5,006,422	16,830	297.47
U of Texas/Pan American	1,925,510	12,466	154.46
U of Texas/Permian Basin	583,166	2,107	276.78
U of Texas/San Antonio	2,958,370	15,759	187.73
U of Texas/Tyler	1,095,453	3,790	289.04
Towson State U/MD	1,025,034	15,408	66.53
Troy State U/AL	1,721,585	16,072	107.12
Valdosta State C/GA	1,197,667	7,436	161.06
Washburn U/KS	3,025,629	6,626	456.63
West Chester U/PA	1,891,619	11,959	158.18
U of West Florida	944,867	8,113	116.46
West Texas State U	1,025,610	6,026	170.20
West Virginia State C	529,943	N/A	N/A
Western Carolina U/NC	984,182	6,519	150.97
Western Illinois U	1,199,078	13,801	86.88
Western Washington U	2,773,624	10,010	277.09
Wichita State U	8,441,744	15,779	535.00
Winona State U/MN	1,596,720	7,271	219.60
Winston-Salem State U	2,279,704	2,655	858.65
U of Wisconsin/Oshkosh	980,991	11,113	88.27
U of Wisconsin/Stout	715,612	7,598	94.18
U of Wisconsin/Whitewater	1,141,325	10,459	109.12
Wright State U/OH	2,449,594	17,761	137.92

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1992

Table 2

Rank By Dollars Raised

	Dollars Raised	Enrollment	Dollar Ratio
California State U/Long Beach	15,547,833	30,949	502.37
California State U/San Diego	14,758,327	32,951	447.89
California State U/Fresno	10,849,928	22,050	492.06
California State U/San Luis Obispo	10,479,930	17,575	596.30
Wichita State U	8,441,744	15,779	535.00
California State U/Chico	7,401,305	15,109	489.86
East Carolina U/NC	7,346,679	16,690	440.18
North Carolina A&T State U	6,287,267	7,119	883.17
Grand Valley State U/MI	5,750,000	12,565	457.62
Cuny City C/NY	5,457,111	14,692	371.43
Marshall U/WV	5,363,969	12,744	420.90
California State U/Los Angeles	5,240,108	20,801	251.92
California State U/Pomona	5,007,284	18,777	266.67
U of Texas/El Paso	5,006,422	16,830	297.47
U of Texas/A&I	4,867,617	5,937	819.88
Michigan Technical U	4,781,026	6,921	690.80
California State U/San Jose	4,665,679	34,452	135.43
South Dakota State U	4,655,671	8,090	575.48
James Madison U/VA	4,583,801	11,477	399.39
California State U/Northridge	4,439,949	29,320	151.43
U of Central Florida	4,405,346	21,267	207.14
Southwest Missouri State U	4,182,880	20,672	202.35
U of Northern Iowa	4,099,523	13,163	311.44
California State U/Sacramento	4,009,810	27,397	146.36
Oakland U/MI	3,930,779	12,530	313.71
Appalachian State U/NC	3,842,104	11,795	325.74
Pittsburg State U/KS	3,604,416	6,166	584.56
Eastern Kentucky U	3,500,514	16,525	211.83
Midwestern State U/TX	3,451,476	5,455	632.72
Eastern Illinois U	3,224,770	10,454	308.47
California State U/San Francisco	3,205,560	27,911	114.85
Central Michigan U	3,062,162	16,616	184.29
Washburn U/KS	3,025,629	6,626	456.63
U of Texas/San Antonio	2,958,370	15,759	187.73
Georgia Southern U	2,917,950	13,411	217.58

Western Washington U	2,773,624	10,010	277.09
Ferris State C/MI	2,725,962	12,553	217.16
California State U/Fullerton	2,669,649	27,167	98.27
East Tennessee State U	2,497,765	12,107	206.31
Wright State U/OH	2,449,594	17,761	137.92
Suny C/Buffalo	2,356,417	12,471	188.95
U of Arkansas/Little Rock	2,348,849	11,805	198.97
Eastern Michigan U	2,344,167	24,217	96.80
Murray State U/KY	2,312,428	8,328	277.67
Winston-Salem State U	2,279,704	2,655	858.65
Southeast Missouri State U	2,230,141	8,716	255.87
California State U/Sonoma	2,057,209	10,472	196.45
Indiana U/PA	2,045,539	14,620	139.91
Shippensburg U/PA	2,031,910	6,707	302.95
Florida International U	1,969,506	23,332	84.41
U of Texas/Pan American	1,925,510	12,466	154.46
West Chester U/PA	1,891,619	11,959	158.18
Mankato State U/MN	1,832,267	16,264	112.66
Bluefield State C/WV	1,824,922	2,905	628.20
Emporia State U/KS	1,798,502	6,034	298.06
Northeast Louisiana U	1,760,662	11,189	157.36
Troy State U/AL	1,721,585	16,072	107.12
Arkansas State U	1,705,856	9,717	175.55
Prairie View A&M U/TX	1,693,116	5,590	302.88
Charleston C/SC	1,688,945	8,781	192.34
Bloomsburg U/PA	1,666,669	7,008	237.82
U of North Florida	1,660,201	8,753	189.67
Clarion U/PA	1,615,526	6,209	260.19
Saginaw Valley State U/MI	1,610,245	6,474	248.72
Winona State U/MN	1,596,720	7,271	219.60
California State U/Humboldt	1,585,536	8,925	177.65
Delaware State C	1,551,939	2,882	538.49
St. Cloud State U/MN	1,495,135	16,325	91.59
Radford U/VA	1,487,871	9,430	157.78
California State U/Dominguez Hills	1,482,892	13,223	112.14
Southwest Texas State U	1,478,152	21,575	68.51
Mary Washington C/VA	1,473,775	3,700	398.32
U of North Carolina/Wilmington	1,330,867	8,130	163.70
Morehead State U/KY	1,297,918	8,812	147.29
Central Missouri State U	1,297,194	11,621	111.62
Millerville U/PA	1,289,636	7,708	167.31
Kutztown U/PA	1,277,084	8,164	156.43
Edinboro U/PA	1,245,675	8,165	152.56
U of Southern Maine	1,230,283	10,423	118.04
Eastern Washington U	1,214,802	8,348	145.52

Western Illinois U	1,199,078	13,801	86.88
Valdosta State C/GA	1,197,667	7,436	161.06
U of Baltimore/MD	1,175,059	5,983	196.40
California State U/Hayward	1,161,558	16,367	70.97
California State U/Stanislaus	1,155,457	5,791	199.53
U of Wisconsin/Whitewater	1,141,325	10,459	109.12
U of Texas/Tyler	1,095,453	3,790	289.04
California State U/San Bernardino	1,044,507	12,571	83.09
West Texas State U	1,025,610	6,026	170.20
Towson State U/MD	1,025,034	15,408	66.53
U of Southern Indiana	1,010,492	7,021	143.92
Western Carolina U/NC	984,182	6,519	150.97
U of Wisconsin/Oshkosh	980,991	11,113	88.27
California State U/Bakersfield	959,740	5,441	176.39
U of West Florida	944,867	8,113	116.46
Bemidji State U/MN	919,684	5,393	170.53
Frostburg State U/MD	918,767	5,239	175.37
Augusta C/GA	906,594	5,292	171.31
Fayetteville State U/NC	878,793	3,715	236.55
Suny/New Paltz	821,523	8,475	96.93
U of Alabama/Huntsville	818,505	8,058	101.58
Suny C/Oswego	789,010	8,750	90.17
U of Montevallo/AL	786,364	3,256	241.51
Longwood C/VA	782,041	3,305	236.62
U of Massachusetts/Lowell	775,627	13,618	56.96
Northern State C/SD	765,487	2,818	271.64
U of North Carolina/Asheville	745,164	3,261	228.51
Corpus Christi State U/TX	725,968	3,831	189.50
U of Wisconsin/Stout	715,612	7,598	94.18
Salisbury State U/MD	708,774	5,884	120.46
Suny C/Plattsburgh	680,517	6,448	105.54
U of Plymouth/SC	676,555	4,400	153.76
Suny C/Brockport	656,422	9,544	68.78
Suny C/Geneseo	652,390	5,672	115.02
Slippery Rock U/PA	644,120	7,925	81.28
Tarleton State U/TX	630,935	6,420	98.28
Fitchburg State C/MA	625,250	5,736	109.00
Eastern Montana C	590,215	3,631	162.55
U of Texas/Permian Basin	583,166	2,107	276.78
Delta State/MS	579,114	4,002	144.71
Southern Arkansas U	573,787	2,892	198.40
Moorhead State U/MN	569,671	8,308	68.57
Kean C/NJ	557,946	11,692	47.72
U of Keene/SC	556,860	4,891	113.85
Metropolitan State C/CO	547,554	17,083	32.05

Southwest State U/MN	543,469	2,856	190.29
U of Arkansas/Pine Bluff	535,486	3,459	154.81
West Virginia State C	529,943	N/A	N/A
Suny C/Fredonia	519,943	4,957	104.89
Governors State U/IL	519,925	5,615	92.60
Suny C/Potsdam	501,615	4,618	108.62
Suny C/Empire	490,996	7,000	70.14
East Stroudsburg U/PA	488,444	5,494	88.90
Francis Marion C/SC	482,593	3,903	123.65
Alcorn State U/MS	419,955	3,244	129.46
Suny C of Technology/Utica-Rome	411,106	2,614	157.27
Armstrong State C/GA	405,317	4,720	85.87
Suny C/Cortland	400,163	7,500	53.36
Lock Haven U/PA	386,310	3,713	104.04
Mansfield U/PA	384,119	3,371	113.95
Savannah State C/GA	379,918	2,626	144.68
Suny C/Oneonta	366,584	6,176	59.36
Stockton State C	315,291	5,683	55.48
U of Maine/Farmington	301,265	2,405	125.27
Bowie State C/MD	212,430	4,437	47.88
Coppin State C/MD	201,230	2,816	71.46
Castleton State C/VT	132,223	2,206	59.94
North Adams State C/MA	129,841	2,390	54.33
Suny/Old Westbury	70,230	N/A	N/A
U of Texas/Brownsville	1,575	1,457	1.08

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1992

Table 3

Rank By Ratio Of Dollars Raised To Enrollment

	Dollars Raised	Enrollment	Dollar Ratio
North Carolina A&T State U	6,287,267	7,119	883.17
Winston-Salem State U	2,279,704	2,655	858.65
U of Texas/A&I	4,867,617	5,937	819.88
Michigan Technical U	4,781,026	6,921	690.80
Midwestern State U/TX	3,451,476	5,455	632.72
Bluefield State C/WV	1,824,922	2,905	628.20
California State U/San Luis Obispo	10,479,930	17,575	596.30
Pittsburg State U/KS	3,604,416	6,166	584.56
South Dakota State U	4,655,671	8,090	575.48
Delaware State C	1,551,939	2,882	538.49
Wichita State U	8,441,744	15,779	535.00
California State U/Long Beach	15,547,833	30,949	502.37
California State U/Fresno	10,849,928	22,050	492.06
California State U/Chico	7,401,305	15,109	489.86
Grand Valley State U/MI	5,750,000	12,565	457.62
Washburn U/KS	3,025,629	6,626	456.63
California State U/San Diego	14,758,327	32,951	447.89
East Carolina U/NC	7,346,679	16,690	440.18
Marshall U/WV	5,363,969	12,744	420.90
James Madison U/VA	4,583,801	11,477	399.39
Mary Washington C/VA	1,473,775	3,700	398.32
Cuny City C/NY	5,457,111	14,692	371.43
Appalachian State U/NC	3,842,104	11,795	325.74
Oakland U/MI	3,930,779	12,530	313.71
U of Northern Iowa	4,099,523	13,163	311.44
Eastern Illinois U	3,224,770	10,454	308.47
Shippensburg U/PA	2,031,910	6,707	302.95
Prairie View A&M U/TX	1,693,116	5,590	302.88
Emporia State U/KS	1,798,502	6,034	298.06
U of Texas/El Paso	5,006,422	16,830	297.47
U of Texas/Tyler	1,095,453	3,790	289.04
Murray State U/KY	2,312,428	8,328	277.67
Western Washington U	2,773,624	10,010	277.09
U of Texas/Permian Basin	583,166	2,107	276.78
Northern State C/SD	765,487	2,818	271.64

California State U/Pomona	5,007,284	18,777	266.67
Clarion U/PA	1,615,526	6,209	260.19
Southeast Missouri State U	2,230,141	8,716	255.87
California State U/Los Angeles	5,240,108	20,801	251.92
Saginaw Valley State U/MI	1,610,245	6,474	248.72
U of Montevallo/AL	786,364	3,256	241.51
Bloomsburg U/PA	1,666,669	7,008	237.82
Longwood C/VA	782,041	3,305	236.62
Fayetteville State U/NC	878,793	3,715	236.55
U of North Carolina/Asheville	745,164	3,261	228.51
Winona State U/MN	1,596,720	7,271	219.60
Georgia Southern U	2,917,950	13,411	217.58
Ferris State C/MI	2,725,962	12,553	217.16
Eastern Kentucky U	3,500,514	16,525	211.83
U of Central Florida	4,405,346	21,267	207.14
East Tennessee State U	2,497,765	12,107	206.31
Southwest Missouri State U	4,182,880	20,672	202.35
California State U/Stanislaus	1,155,457	5,791	199.53
U of Arkansas/Little Rock	2,348,849	11,805	198.97
Southern Arkansas U	573,787	2,892	198.40
California State U/Sonoma	2,057,209	10,472	196.45
U of Baltimore/MD	1,175,059	5,983	196.40
Charleston C/SC	1,688,945	8,781	192.34
Southwest State U/MN	543,469	2,856	190.29
U of North Florida	1,660,201	8,753	189.67
Corpus Christi State U/TX	725,968	3,831	189.50
Suny C/Buffalo	2,356,417	12,471	188.95
U of Texas/San Antonio	2,958,370	15,759	187.73
Central Michigan U	3,062,162	16,616	184.29
California State U/Humboldt	1,585,536	8,925	177.65
California State U/Bakersfield	959,740	5,441	176.39
Arkansas State U	1,705,856	9,717	175.55
Frostburg State U/MD	918,767	5,239	175.37
Augusta C/GA	906,594	5,292	171.31
Bemidji State U/MN	919,684	5,393	170.53
West Texas State U	1,025,610	6,026	170.20
Millerville U/PA	1,289,636	7,708	167.31
U of North Carolina/Wilmington	1,330,867	8,130	163.70
Eastern Montana C	590,215	3,631	162.55
Valdosta State C/GA	1,197,667	7,436	161.06
West Chester U/PA	1,891,619	11,959	158.18
Radford U/VA	1,487,871	9,430	157.78
Northeast Louisiana U	1,760,662	11,189	157.36
Suny C of Technology/Utica-Rome	411,106	2,614	157.27
Kutztown U/PA	1,277,084	8,164	156.43

U of Arkansas/Pine Bluff	535,486	3,459	154.81
U of Texas/Pan American	1,925,510	12,466	154.46
U of Plymouth/SC	676,555	4,400	153.76
Edinboro U/PA	1,245,675	8,165	152.56
California State U/Northridge	4,439,949	29,320	151.43
Western Carolina U/NC	984,182	6,519	150.97
Morehead State U/KY	1,297,918	8,812	147.29
California State U/Sacramento	4,009,810	27,397	146.36
Eastern Washington U	1,214,802	8,348	145.52
Delta State/MS	579,114	4,002	144.71
Savannah State C/GA	379,918	2,626	144.68
U of Southern Indiana	1,010,492	7,021	143.92
Indiana U/PA	2,045,539	14,620	139.91
Wright State U/OH	2,449,594	17,761	137.92
California State U/San Jose	4,665,679	34,452	135.43
Alcorn State U/MS	419,955	3,244	129.46
U of Maine/Farmington	301,265	2,405	125.27
Francis Marion C/SC	482,593	3,903	123.65
Salisbury State U/MD	708,774	5,884	120.46
U of Southern Maine	1,230,283	10,423	118.04
U of West Florida	944,867	8,113	116.46
Suny C/Geneseo	652,390	5,672	115.02
California State U/San Francisco	3,205,560	27,911	114.85
Mansfield U/PA	384,119	3,371	113.95
U of Keene/SC	556,860	4,891	113.85
Mankato State U/MN	1,832,267	16,264	112.66
California State U/Dominguez Hills	1,482,892	13,223	112.14
Central Missouri State U	1,297,194	11,621	111.62
U of Wisconsin/Whitewater	1,141,325	10,459	109.12
Fitchburg State C/MA	625,250	5,736	109.00
Suny C/Potsdam	501,615	4,618	108.62
Troy State U/AL	1,721,585	16,072	107.12
Suny C/Plattsburgh	680,517	6,448	105.54
Suny C/Fredonia	519,943	4,957	104.89
Lock Haven U/PA	386,310	3,713	104.04
U of Alabama/Huntsvill-	818,505	8,058	101.58
Tarleton State U/TX	630,935	6,420	98.28
Suny/Old Westbury	70,230	N/A	N/A
California State U/Fullerton	2,669,649	27,167	98.27
Suny/New Paltz	821,523	8,475	96.93
Eastern Michigan U	2,344,167	24,217	96.80
U of Wisconsin/Stout	715,612	7,598	94.18
Governors State U/IL	519,925	5,615	92.60
St. Cloud State U/MN	1,495,135	16,325	91.59
Suny C/Oswego	789,010	8,750	90.17

East Stroudsburg U/PA	488,444	5,494	88.90
U of Wisconsin/Oshkosh	980,991	11,113	88.27
Western Illinois U	1,199,078	13,801	86.88
Armstrong State C/GA	405,317	4,720	85.87
Florida International U	1,969,506	23,332	84.41
California State U/San Bernardino	1,044,507	12,571	83.09
Slippery Rock U/PA	644,120	7,925	81.28
Coppin State C/MD	201,230	2,816	71.46
California State U/Hayward	1,161,558	16,367	70.97
Suny C/Empire	490,996	7,000	70.14
Suny C/Brockport	656,422	9,544	68.78
Moorhead State U/MN	569,671	8,308	68.57
Southwest Texas State U	1,478,152	21,575	68.51
Towson State U/MD	1,025,034	15,408	66.53
West Virginia State C	529,943	N/A	N/A
Castleton State C/VT	132,223	2,206	59.94
Suny C/Oneonta	366,584	6,176	59.36
U of Massachusetts/Lowell	775,627	13,618	56.96
Stockton State C	315,291	5,683	55.48
North Adams State C/MA	129,841	2,390	54.33
Suny C/Cortland	400,163	7,500	53.36
Bowie State C/MD	212,430	4,437	47.88
Kean C/NJ	557,946	11,692	47.72
Metropolitan State C/CO	547,554	17,083	32.05
U of Texas/Brownsville	1,575	1,457	1.08

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1992

Table 4

Rank By Enrollment

	Dollars Raised	Enroll ment	Dollar Ratio
California State U/San Jose	4,665,679	34,452	135.43
California State U/San Diego	14,758,327	32,951	447.89
California State U/Long Beach	15,547,833	30,949	502.37
California State U/Northridge	4,439,949	29,320	151.43
California State U/San Francisco	3,205,560	27,911	114.85
California State U/Sacramento	4,009,810	27,397	146.36
California State U/Fullerton	2,669,649	27,167	98.27
Eastern Michigan U	2,344,167	24,217	96.80
Florida International U	1,969,506	23,332	84.41
California State U/Fresno	10,849,928	22,050	492.06
Southwest Texas State U	1,478,152	21,575	68.51
U of Central Florida	4,405,346	21,267	207.14
California State U/Los Angeles	5,240,108	20,801	251.92
Southwest Missouri State U	4,182,880	20,672	202.35
California State U/Pomona	5,007,284	18,777	266.67
Wright State U/OH	2,449,594	17,761	137.92
California State U/San Luis Obispo	10,479,930	17,575	596.30
Metropolitan State C/CO	547,554	17,083	32.05
U of Texas/El Paso	5,006,422	16,830	297.47
East Carolina U/NC	7,346,679	16,690	440.18
Central Michigan U	3,062,162	16,616	184.29
Eastern Kentucky U	3,500,514	16,525	211.83
California State U/Hayward	1,161,558	16,367	70.97
St. Cloud State U/MN	1,495,135	16,325	91.59
Mankato State U/MN	1,832,267	16,264	112.66
Troy State U/AL	1,721,585	16,072	107.12
Wichita State U	8,441,744	15,779	535.00
U of Texas/San Antonio	2,958,370	15,759	187.73
Towson State U/MD	1,025,034	15,408	66.53
California State U/Chico	7,401,305	15,109	489.86
Cuny City C/NY	5,457,111	14,692	371.43
Indiana U/PA	2,045,539	14,620	139.91
Western Illinois U	1,199,078	13,801	86.88
U of Massachusetts/Lowell	775,627	13,618	56.96
Georgia Southern U	2,917,950	13,411	217.58

California State U/Dominguez Hills	1,482,892	13,223	112.14
U of Northern Iowa	4,099,523	13,163	311.44
Marshall U/WV	5,363,969	12,744	420.90
California State U/San Bernardino	1,044,507	12,571	83.09
Grand Valley State U/MI	5,750,000	12,565	457.62
Ferris State C/MI	2,725,962	12,553	217.16
Oakland U/MI	3,930,779	12,530	313.71
Suny C/Buffalo	2,356,417	12,471	188.95
U of Texas/Pan American	1,925,510	12,466	154.46
East Tennessee State U	2,497,765	12,107	206.31
West Chester U/PA	1,891,619	11,959	158.18
U of Arkansas/Little Rock	2,348,849	11,805	198.97
Appalachian State U/NC	3,842,104	11,795	325.74
Kean C/NJ	557,946	11,692	47.72
Central Missouri State U	1,297,194	11,621	111.62
James Madison U/VA	4,583,801	11,477	399.39
Northeast Louisiana U	1,760,662	11,189	157.36
U of Wisconsin/Oshkosh	980,991	11,113	88.27
California State U/Sonoma	2,057,209	10,472	196.45
U of Wisconsin/Whitewater	1,141,325	10,459	109.12
Eastern Illinois U	3,224,770	10,454	308.47
U of Southern Maine	1,230,283	10,423	118.04
Western Washington U	2,773,624	10,010	277.09
Arkansas State U	1,705,856	9,717	175.55
Suny C/Brockport	656,422	9,544	68.78
Radford U/VA	1,487,871	9,430	157.78
California State U/Humboldt	1,585,536	8,925	177.65
Morehead State U/KY	1,297,918	8,812	147.29
Charleston C/SC	1,688,945	8,781	192.34
U of North Florida	1,660,201	8,753	189.67
Suny C/Oswego	789,010	8,750	90.17
Southeast Missouri State U	2,230,141	8,716	255.87
Suny/New Paltz	821,523	8,475	96.93
Eastern Washington U	1,214,802	8,348	145.52
Murray State U/KY	2,312,428	8,328	277.67
Moorhead State U/MN	569,671	8,308	68.57
Edinboro U/PA	1,245,675	8,165	152.56
Kutztown U/PA	1,277,084	8,164	156.43
U of North Carolina/Wilmington	1,330,867	8,130	163.70
U of West Florida	944,867	8,113	116.46
South Dakota State U	4,655,671	8,090	575.48
U of Alabama/Huntsville	818,505	8,058	101.58
Slippery Rock U/PA	644,120	7,925	81.28
Millerville U/PA	1,289,636	7,708	167.31
U of Wisconsin/Stout	715,612	7,598	94.18

Suny C/Cortland	400,163	7,500	53.36
Valdosta State C/GA	1,197,667	7,436	161.06
Winona State U/MN	1,596,720	7,271	219.60
North Carolina A&T State U	6,287,267	7,119	883.17
U of Southern Indiana	1,010,492	7,021	143.92
Bloomsburg U/PA	1,666,669	7,008	237.82
Suny C/Empire	490,996	7,000	70.14
Michigan Technical U	4,781,026	6,921	690.80
Shippensburg U/PA	2,031,910	6,707	302.95
Washburn U/KS	3,025,629	6,626	456.63
Western Carolina U/NC	984,182	6,519	150.97
Saginaw Valley State U/MI	1,610,245	6,474	248.72
Suny C/Plattsburgh	680,517	6,448	105.54
Tarleton State U/TX	630,935	6,420	98.28
Clarion U/PA	1,615,526	6,209	260.19
Suny C/Oneonta	366,584	6,176	59.36
Pittsburg State U/KS	3,604,416	6,166	584.56
Emporia State U/KS	1,798,502	6,034	298.06
West Texas State U	1,025,610	6,026	170.20
U of Baltimore/MD	1,175,059	5,983	196.40
U of Texas/A&I	4,867,617	5,937	819.88
Salisbury State U/MD	708,774	5,884	120.46
California State U/Stanislaus	1,155,457	5,791	199.53
Fitchburg State C/MA	625,250	5,736	109.00
Stockton State C	315,291	5,683	55.48
Suny C/Geneseo	652,390	5,672	115.02
Governors State U/IL	519,925	5,615	92.60
Prairie View A&M U/TX	1,693,116	5,590	302.88
East Stroudsburg U/PA	488,444	5,494	88.90
Midwestern State U/TX	3,451,476	5,455	632.72
California State U/Bakersfield	959,740	5,441	176.39
Bemidji State U/MN	919,684	5,393	170.53
Augusta C/GA	906,594	5,292	171.31
Frostburg State U/MD	918,767	5,239	175.37
Suny C/Fredonia	519,943	4,957	104.89
U of Keene/SC	556,860	4,891	113.85
Armstrong State C/GA	405,317	4,720	85.87
Suny/Old Westbury	70,230	N/A	N/A
Suny C/Potsdam	501,615	4,618	108.62
Bowie State C/MD	212,430	4,437	47.88
U of Plymouth/SC	676,555	4,400	153.76
Delta State/MS	579,114	4,002	144.71
Francis Marion C/SC	482,593	3,903	123.65
Corpus Christi State U/TX	725,968	3,831	189.50
U of Texas/Tyler	1,095,453	3,790	289.04

Fayetteville State U/NC	878,793	3,715	236.55
Lock Haven U/PA	386,310	3,713	104.04
Mary Washington C/VA	1,473,775	3,700	398.32
Eastern Montana C	590,215	3,631	162.55
U of Arkansas/Pine Bluff	535,486	3,459	154.81
Mansfield U/PA	384,119	3,371	113.95
Longwood C/VA	782,041	3,305	236.62
U of North Carolina/Asheville	745,164	3,261	228.51
U of Montevallo/AL	786,364	3,256	241.51
Alcorn State U/MS	419,955	3,244	129.46
Bluefield State C/WV	1,824,922	2,905	628.20
Southern Arkansas U	573,787	2,892	198.40
Delaware State C	1,551,939	2,882	538.49
Southwest State U/MN	543,469	2,856	190.29
West Virginia State C	529,943	N/A	N/A
Northern State C/SD	765,487	2,818	271.64
Coppin State C/MD	201,230	2,816	71.46
Winston-Salem State U	2,279,704	2,655	858.65
Savannah State C/GA	379,918	2,626	144.68
Suny C of Technology/Utica-Rome	411,106	2,614	157.27
U of Maine/Farmington	301,265	2,405	125.27
North Adams State C/MA	129,841	2,390	54.33
Castleton State C/VT	132,223	2,206	59.94
U of Texas/Permian Basin	583,166	2,107	276.78
U of Texas/Brownsville	1,575	1,457	1.08

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1992

Table 5

Alphabetical Listing of Endowments With Two-Year Comparison

	ENDOWMENT FY 1992	ENDOWMENT FY 1991
U of Alabama/Huntsville	1,297,675	850,168
Alcorn State U/MS	N/A	2,792,819
Appalachian State U/NC	15,923,101	15,618,934
Arkansas State U	8,324,874	7,783,808
U of Arkansas/Little Rock	4,985,677	3,931,751
U of Arkansas/Pine Bluff	2,230,490	1,556,807
Armstrong State C/GA	135,225	N/A
Augusta C/GA	5,101,398	4,523,684
U of Baltimore/MD	7,157,504	6,725,123
Bemidji State U/MN	2,218,128	1,839,081
Bloomsburg U/PA	3,222,331	3,150,097
Bluefield State C/WV	3,612,444	681,553
Bowie State C/MD	519,697	44,292
California State U/Bakersfield	1,255,428	1,197,984
California State U/Chico	14,342,070	11,971,153
California State U/Dominguez Hills	1,469,324	1,166,655
California State U/Fresno	18,590,789	16,822,845
California State U/Fullerton	2,204,529	1,857,440
California State U/Hayward	3,015,474	1,793,761
California State U/Humboldt	3,877,464	3,645,516
California State U/Long Beach	8,202,018	5,546,283
California State U/Los Angeles	3,936,212	3,589,000
California State U/Northridge	9,600,489	9,090,427
California State U/Pomona	1,102,768	4,102,861
California State U/Sacramento	3,726,373	3,518,979
California State U/San Bernardino	765,061	808,093
California State U/San Diego	23,040,492	19,999,864
California State U/San Francisco	3,252,477	3,772,426
California State U/San Jose	7,626,707	6,230,870
California State U/San Luis Obispo	15,136,899	12,932,501
California State U/Sonoma	4,106,133	2,824,130
California State U/Stanislaus	466,814	436,274
Castleton State C/VT	689,000	N/A
U of Central Florida	23,000,000	N/A
Central Michigan U	6,992,752	5,870,010

Central Missouri State U	6,611,663	6,223,704
Charleston C/SC	11,051,771	10,000,000
Clarion U/PA	2,094,714	1,423,405
Coppin State C/MD	N/A	N/A
Corpus Christi State U/TX	836,411	771,678
Cuny City C/NY	25,048,043	21,312,613
Delaware State C	3,867,557	2,589,985
Delta State/MS	2,048,525	N/A
East Carolina U/NC	15,202,000	14,622,936
East Stroudsburg U/PA	680,549	589,781
East Tennessee State U	14,474,000	13,070,000
Eastern Illinois U	8,493,000	7,210,000
Eastern Kentucky U	3,051,034	2,659,129
Eastern Michigan U	8,387,690	7,744,575
Eastern Montana C	3,473,654	3,049,267
Eastern Washington U	1,158,734	N/A
Edinboro U/PA	1,183,466	1,061,640
Emporia State U/KS	17,345,041	14,708,645
Fayetteville State U/NC	2,238,680	1,780,130
Ferris State C/MI	6,727,081	6,277,824
Fitchburg State C/MA	2,300,000	2,764,423
Florida International U	5,829,000	4,469,574
Francis Marion C/SC	2,418,435	3,315,420
Frostburg State U/MD	1,935,401	1,222,149
Georgia Southern U	3,331,600	2,583,449
Governors State U/IL	162,646	N/A
Grand Valley State U/MI	13,380,421	8,070,389
Indiana U/PA	5,490,282	4,977,095
James Madison U/VA	11,970,490	N/A
Kean C/NJ	4,604,474	N/A
Kutztown U/PA	2,190,264	1,684,708
Lock Haven U/PA	1,043,836	957,313
Longwood C/VA	8,074,952	7,550,492
U of Maine/Farmington	2,003,241	1,358,128
Mankato State U/MN	3,682,576	3,324,569
Mansfield U/PA	1,213,668	1,137,075
Marshall U/WV	21,621,075	18,763,971
Mary Washington C/VA	10,000,000	8,000,000
U of Massachusetts/Lowell	793,070	N/A
Metropolitan State C/CO	413,104	400,212
Michigan Technical U	1,416,000	1,396,000
Midwestern State U/TX	1,985,361	1,708,013
Millerville U/PA	2,512,370	2,156,605
U of Montevallo/AL	1,053,529	1,059,324
Moorhead State U/MN	1,001,655	789,700

Morehead State U/KY	1,013,177	753,447
Murray State U/KY	5,864,400	4,940,796
U of North Carolina/Asheville	5,291,579	N/A
U of North Carolina/Wilmington	6,245,000	5,710,932
U of Keene/SC	2,088,975	1,330,620
U of Plymouth/SC	614,227	553,229
North Adams State C/MA	217,122	307,763
North Carolina A&T State U	2,745,072	2,403,895
U of North Florida	5,853,201	155,593
Northeast Louisiana	11,829,986	N/A
U of Northern Iowa	8,342,356	N/A
Northern State C/SD	2,654,538	2,105,899
Oakland U/MI	7,953,888	6,140,090
Pittsburg State U/KS	12,498,814	11,166,352
Prairie View A&M U/TX	5,603,036	4,804,896
Radford U/VA	4,475,096	3,045,263
Saginaw Valley State U/MI	2,995,780	2,665,759
Salisbury State U/MD	4,484,000	5,632,992
Savannah State C/GA	537,745	N/A
Shippensburg U/PA	4,766,284	3,931,733
Slippery Rock U/PA	1,132,997	1,561,981
South Dakota State U	14,227,328	15,901,771
Southeast Missouri State U	5,751,889	6,887,628
Southern Arkansas U	7,820,570	6,832,906
U of Southern Indiana	1,734,779	1,585,656
U of Southern Maine	3,045,410	6,223,737
Southwest Missouri State U	6,975,426	5,414,887
Southwest State U/MN	2,943,625	2,029,833
Southwest Texas State U	27,345,000	17,647,210
St. Cloud State U/MN	2,263,788	1,636,645
Stockton State C	1,350,000	N/A
Suny C/Brockport	1,098,366	955,404
Suny C/Buffalo	3,646,750	2,484,890
Suny C/Cortland	2,138,948	2,000,000
Suny C/Fredonia	2,329,184	1,900,000
Suny C/Geneseo	1,448,000	981,000
Suny/New Paltz	1,310,288	1,265,686
Suny/Old Westbury	N/A	N/A
Suny C/Oneonta	4,916,945	4,124,831
Suny C/Oswego	723,099	654,838
Suny C/Plattsburgh	4,401,403	4,045,168
Suny C/Potsdam	3,838,000	2,779,033
Suny C of Technology/Utica-Rome	388,806	307,512
Suny C/Empire	3,634,695	3,416,925
Tarleton State U/TX	5,282,496	4,209,795

U of Texas/A&I	2,214,356	2,214,357
U of Texas/Brownsville	21,960	21,960
U of Texas/El Paso	24,520,866	23,755,007
U of Texas/Pan American	10,764,123	9,648,708
U of Texas/Permian Basin	2,884,219	2,738,557
U of Texas/San Antonio	6,664,236	5,806,351
U of Texas/Tyler	15,833,344	15,744,709
Towson State U/MD	1,966,905	1,362,982
Troy State U/AL	N/A	8,000,000
Valdosta State C/GA	3,315,652	3,242,327
Washburn U/KS	42,868,050	41,711,947
West Chester U/PA	1,678,465	1,428,518
U of West Florida	6,809,295	6,493,630
West Texas State U	7,566,610	5,139,228
West Virginia State C	N/A	347,050
Western Carolina U/NC	1,885,912	1,764,430
Western Illinois U	5,046,391	4,620,107
Western Washington U	5,126,117	2,306,887
Wichita State U	51,657,990	44,356,077
Winona State U/MN	3,673,440	1,558,406
Winston-Salem State U	5,374,924	5,242,094
U of Wisconsin/Oshkosh	94,710	N/A
U of Wisconsin/Stout	191,906	116,842
U of Wisconsin/Whitewater	1,069,739	N/A
Wright State U/OH	13,105,345	11,932,278

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1992

Table 6

Rank Of Endowment By Total Dollars

	ENDOWMENT FY 1992	Enrollment	Dollars Student
Wichita State U	51,657,990	15,779	3,273.84
Alcorn State U/MS	N/A	3,244	N/A
Washburn U/KS	42,868,050	6,626	6,469.67
Southwest Texas State U	27,345,000	21,575	1,267.44
Cuny City C/NY	25,048,043	14,692	1,704.88
U of Texas/El Paso	24,520,866	16,830	1,456.97
Calilfornia State U/San Diego	23,040,492	32,951	699.23
U of Central Florida	23,000,000	21,267	1,081.49
Marshall U/WV	21,621,075	12,744	1,696.57
California State U/Fresno	18,590,789	22,050	843.12
Emporia State U/KS	17,345,041	6,034	2,874.55
Appalachian State U/NC	15,923,101	11,795	1,349.99
U of Texas/Tyler	15,833,344	3,790	4,177.66
East Carolina U/NC	15,202,000	16,690	910.84
California State U/San Luis Obispo	15,136,899	17,575	861.27
East Tennessee State U	14,474,000	12,107	1,195.51
California State U/Chico	14,342,070	15,109	949.24
South Dakota State U	14,227,328	8,090	1,758.63
Grand Valley State U/MI	13,380,421	12,565	1,064.90
Wright State U/OH	13,105,345	17,761	737.87
Pittsburg State U/KS	12,498,814	6,166	2,027.05
James Madison U/VA	11,970,490	11,477	1,043.00
Northeast Louisiana	11,829,986	11,189	1,057.29
Charleston C/SC	11,051,771	8,781	1,258.60
U of Texas/Pan American	10,764,123	12,466	863.48
Mary Washington C/VA	10,000,000	3,700	2,702.70
California State U/Northridge	9,600,489	29,320	327.44
Eastern Illinois U	8,493,000	10,454	812.42
Eastern Michigan U	8,387,690	24,217	346.36
U of Northern Iowa	8,342,356	13,163	633.77
Arkansas State U	8,324,874	9,717	856.73
California State U/Long Beach	8,202,018	30,949	265.02
Longwood C/VA	8,074,952	3,305	2,443.25
Oakland U/MI	7,953,888	12,530	634.79
Southern Arkansas U	7,820,570	2,892	2,704.21

California State U/San Jose	7,626,707	34,452	221.37
West Texas State U	7,566,610	6,026	1,255.66
U of Baltimore/MD	7,157,504	5,983	1,196.31
Central Michigan U	6,992,752	16,616	420.84
Coppin State C/MD	N/A	2,816	N/A
Southwest Missouri State U	6,975,426	20,672	337.43
U of West Florida	6,809,295	8,113	839.31
Ferris State C/MI	6,727,081	12,553	535.89
U of Texas/San Antonio	6,664,236	15,759	422.88
Central Missouri State U	6,611,663	11,621	568.94
U of North Carolina/Wilmington	6,245,000	8,130	768.14
Murray State U/KY	5,864,400	8,328	704.18
U of North Florida	5,853,201	8,753	668.71
Florida International U	5,829,000	23,332	249.83
Southeast Missouri State U	5,751,889	8,716	659.92
Prairie View A&M U/TX	5,603,036	5,590	1,002.33
Indiana U/PA	5,490,282	14,620	375.53
Winston-Salem State U	5,374,924	2,655	2,024.45
U of North Carolina/Asheville	5,291,579	3,261	1,622.69
Tarleton State U/TX	5,282,496	6,420	822.82
Western Washington U	5,126,117	10,010	512.10
Augusta C/GA	5,101,398	5,292	963.98
Western Illinois U	5,046,391	13,801	365.65
U of Arkansas/Little Rock	4,985,677	11,805	422.34
Suny C/Oneonta	4,916,945	6,176	796.14
Shippensburg U/PA	4,766,284	6,707	710.64
Kean C/NJ	4,604,474	11,692	393.81
Salisbury State U/MD	4,484,000	5,884	762.07
Radford U/VA	4,475,096	9,430	474.56
Suny C/Plattsburgh	4,401,403	6,448	682.60
California State U/Sonoma	4,106,133	10,472	392.11
California State U/Los Angeles	3,936,212	20,801	189.23
California State U/Humboldt	3,877,464	8,925	434.45
Delaware State C	3,867,557	2,882	1,341.97
Suny C/Potsdam	3,838,000	4,618	831.10
California State U/Sacramento	3,726,373	27,397	136.01
Mankato State U/MN	3,682,576	16,264	226.42
Winona State U/MN	3,673,440	7,271	505.22
Suny C/Buffalo	3,646,750	12,471	292.42
Suny C/Empire	3,634,695	7,000	519.24
Bluefield State C/WV	3,612,444	2,905	1,243.53
Eastern Montana C	3,473,654	3,631	956.67
Georgia Southern U	3,331,600	13,411	248.42
Valdosta State C/GA	3,315,652	7,436	445.89
California State U/San Francisco	3,252,477	27,911	116.53

Bloomsburg U/PA	3,222,331	7,008	459.81
Eastern Kentucky U	3,051,034	16,525	184.63
U of Southern Maine	3,045,410	10,423	292.18
California State U/Hayward	3,015,474	16,367	184.24
Saginaw Valley State U/MI	2,995,780	6,474	462.74
Southwest State U/MN	2,943,625	2,856	1,030.68
U of Texas/Permian Basin	2,884,219	2,107	1,368.87
North Carolina A&T State U	2,745,072	7,119	385.60
Northern State C/SD	2,654,538	2,818	941.99
Millerville U/PA	2,512,370	7,708	325.94
Francis Marion C/SC	2,418,435	3,903	619.63
Suny C/Fredonia	2,329,184	4,957	469.88
Fitchburg State C/MA	2,300,000	5,736	400.98
St. Cloud State U/MN	2,263,788	16,325	138.67
Fayetteville State U/NC	2,238,680	3,715	602.61
U of Arkansas/Pine Bluff	2,230,490	3,459	644.84
Bemidji State U/MN	2,218,128	5,393	411.30
U of Texas/A&I	2,214,356	5,937	372.98
California State U/Fullerton	2,204,529	27,167	81.15
Kutztown U/PA	2,190,264	8,164	268.28
Suny C/Cortland	2,138,948	7,500	285.19
Clarion U/PA	2,094,714	6,209	337.37
U of Keene/SC	2,088,975	4,891	427.11
Delta State/MS	2,048,525	4,002	511.88
U of Maine/Farmington	2,003,241	2,405	832.95
Midwestern State U/TX	1,985,361	5,455	363.95
Towson State U/MD	1,966,905	15,408	127.65
Frostburg State U/MD	1,935,401	5,239	369.42
Western Carolina U/NC	1,885,912	6,519	289.29
U of Southern Indiana	1,734,779	7,021	247.08
West Chester U/PA	1,678,465	11,959	140.35
California State U/Dominguez Hills	1,469,324	13,223	111.12
Suny C/Geneseo	1,448,000	5,672	255.29
Michigan Technical U	1,416,000	6,921	204.59
Stockton State C	1,350,000	5,683	237.55
Suny/New Paltz	1,310,288	8,475	154.61
U of Alabama/Huntsville	1,297,675	8,058	161.04
California State U/Bakersfield	1,255,428	5,441	230.73
Mansfield U/PA	1,213,668	3,371	360.03
Suny/Old Westbury	N/A	N/A	N/A
Edinboro U/PA	1,183,466	8,165	144.94
Eastern Washington U	1,158,734	8,348	138.80
Slippery Rock U/PA	1,132,997	7,925	142.96
California State U/Pomona	1,102,768	18,777	58.73
Suny C/Brockport	1,098,366	9,544	115.08

U of Wisconsin/Whitewater	1,069,739	10,459	102.28
U of Montevallo/AL	1,053,529	3,256	323.57
Lock Haven U/PA	1,043,836	3,713	281.13
Morehead State U/KY	1,013,177	8,812	114.98
Moorhead State U/MN	1,001,655	8,308	120.57
Corpus Christi State U/TX	836,411	3,831	218.33
U of Massachusetts/Lowell	793,070	13,618	58.24
California State U/San Bernardino	765,061	12,571	60.86
Suny C/Oswego	723,099	8,750	82.64
Troy State U/AL	N/A	16,072	N/A
Castleton State C/VT	689,000	2,206	312.33
East Stroudsburg U/PA	680,549	5,494	123.87
of Plymouth/SC	614,227	4,400	139.60
Savannah State C/GA	537,745	2,626	204.78
Bowie State C/MD	519,697	4,437	117.13
West Virginia State C	N/A	N/A	N/A
California State U/Stanislaus	466,814	5,791	80.61
Metropolitan State C/CO	413,104	17,083	24.18
Suny C of Technology/Utica-Rome	388,806	2,614	148.74
North Adams State C/MA	217,122	2,390	90.85
U of Wisconsin/Stout	191,906	7,598	25.26
Governors State U/IL	162,646	5,615	28.97
Armstrong State C/GA	135,225	4,720	28.65
U of Wisconsin/Oshkosh	94,710	11,113	8.52
U of Texas/Brownsville	21,960	1,457	15.07

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1992

Table 7

Endowment Listing By Enrollment

	ENDOWMENT FY 1992	Enrollment	Dollars Student
California State U/San Jose	7,626,707	34,452	221.37
California State U/San Diego	23,040,492	32,951	699.23
California State U/Long Beach	8,202,018	30,949	265.02
California State U/Northridge	9,600,489	29,320	327.44
California State U/San Francisco	3,252,477	27,911	116.53
California State U/Sacramento	3,726,373	27,397	136.01
California State U/Fullerton	2,204,529	27,167	81.15
Eastern Michigan U	8,387,690	24,217	346.36
Florida International U	5,829,000	23,332	249.83
California State U/Fresno	18,590,789	22,050	843.12
Southwest Texas State U	27,345,000	21,575	1,267.44
U of Central Florida	23,000,000	21,267	1,081.49
California State U/Los Angeles	3,936,212	20,801	189.23
Southwest Missouri State U	6,975,426	20,672	337.43
California State U/Pomona	1,102,768	18,777	58.73
Wright State U/OH	13,105,345	17,761	737.87
California State U/San Luis Obispo	15,136,899	17,575	861.27
Metropolitan State C/CO	413,104	17,083	24.18
U of Texas/El Paso	24,520,866	16,830	1,456.97
East Carolina U/NC	15,202,000	16,690	910.84
Central Michigan U	6,992,752	16,616	420.84
Eastern Kentucky U	3,051,034	16,525	184.63
California State U/Hayward	3,015,474	16,367	184.24
St. Cloud State U/MN	2,263,788	16,325	138.67
Mankato State U/MN	3,682,576	16,264	226.42
Troy State U/AL	N/A	16,072	N/A
Wichita State U	51,657,990	15,779	3,273.84
U of Texas/San Antonio	6,664,236	15,759	422.88
Towson State U/MD	1,966,905	15,408	127.65
California State U/Chico	14,342,070	15,109	949.24
Cuny City C/NY	25,048,043	14,692	1,704.88
Indiana U/PA	5,490,282	14,620	375.53
Western Illinois U	5,046,391	13,801	365.65
U of Massachusetts/Lowell	793,070	13,618	58.24
Georgia Southern U	3,331,600	13,411	248.42

California State U/Dominguez Hills	1,469,324	13,223	111.12
U of Northern Iowa	8,342,356	13,163	633.77
Marshall U/WV	21,621,075	12,744	1,696.57
California State U/San Bernardino	765,061	12,571	60.86
Grand Valley State U/MI	13,380,421	12,565	1,064.90
Ferris State C/MI	6,727,081	12,553	535.89
Oakland U/MI	7,953,888	12,530	634.79
Suny C/Buffalo	3,646,750	12,471	292.42
U of Texas/Pan American	10,764,123	12,466	863.48
East Tennessee State U	14,474,000	12,107	1,195.51
West Chester U/PA	1,678,465	11,959	140.35
U of Arkansas/Little Rock	4,985,677	11,805	422.34
Appalachian State U/NC	15,923,101	11,795	1,349.99
Kean C/NJ	4,604,474	11,692	393.81
Central Missouri State U	6,611,663	11,621	568.94
James Madison U/VA	11,970,490	11,477	1,043.00
Northeast Louisiana	11,829,986	11,189	1,057.29
U of Wisconsin/Oshkosh	94,710	11,113	8.52
California State U/Sonoma	4,106,133	10,472	392.11
U of Wisconsin/Whitewater	1,069,739	10,459	102.28
Eastern Illinois U	8,493,000	10,454	812.42
U of Southern Maine	3,045,410	10,423	292.18
Western Washington U	5,126,117	10,010	512.10
Arkansas State U	8,324,874	9,717	856.73
Suny C/Brockport	1,098,366	9,544	115.08
Radford U/VA	4,475,096	9,430	474.56
California State U/Humboldt	3,877,464	8,925	434.45
Morehead State U/KY	1,013,177	8,812	114.98
Charleston C/SC	11,051,771	8,781	1,258.60
U of North Florida	5,853,201	8,753	668.71
Suny C/Oswego	723,099	8,750	82.64
Southeast Missouri State U	5,751,889	8,716	659.92
Suny/New Paltz	1,310,288	8,475	154.61
Eastern Washington U	1,158,734	8,348	138.80
Murray State U/KY	5,864,400	8,328	704.18
Moorhead State U/MN	1,001,655	8,308	120.57
Edinboro U/PA	1,183,466	8,165	144.94
Kutztown U/PA	2,190,264	8,164	268.28
U of North Carolina/Wilmington	6,245,000	8,130	768.14
U of West Florida	6,809,295	8,113	839.31
South Dakota State U	14,227,328	8,090	1,758.63
U of Alabama/Huntsville	1,297,675	8,058	161.04
Slippery Rock U/PA	1,132,997	7,925	142.96
Millerville U/PA	2,512,370	7,708	325.94
U of Wisconsin/Stout	191,906	7,598	25.26

Suny C/Cortland	2,138,948	7,500	285.19
Valdosta State C/GA	3,315,652	7,436	445.89
Winona State U/MN	3,673,440	7,271	505.22
North Carolina A&T State U	2,745,072	7,119	385.60
U of Southern Indiana	1,734,779	7,021	247.08
Bloomsburg U/PA	3,222,331	7,008	459.81
Suny C/Empire	3,634,695	7,000	519.24
Michigan Technical U	1,416,000	6,921	204.59
Shippensburg U/PA	4,766,284	6,707	710.64
Washburn U/KS	42,868,050	6,626	6,469.67
Western Carolina U/NC	1,885,912	6,519	289.29
Saginaw Valley State U/MI	2,995,780	6,474	462.74
Suny C/Plattsburgh	4,401,403	6,448	682.60
Tarleton State U/TX	5,282,496	6,420	822.82
Clarion U/PA	2,094,714	6,209	337.37
Suny C/Oneonta	4,916,945	6,176	796.14
Pittsburg State U/KS	12,498,814	6,166	2,027.05
Emporia State U/KS	17,345,041	6,034	2,874.55
West Texas State U	7,566,610	6,026	1,255.66
U of Baltimore/MD	7,157,504	5,983	1,196.31
U of Texas/A&I	2,214,356	5,937	372.98
Salisbury State U/MD	4,484,000	5,884	762.07
California State U/Stanislaus	466,814	5,791	80.61
Fitchburg State C/MA	2,300,000	5,736	400.98
Stockton State C	1,350,000	5,683	237.55
Suny C/Geneseo	1,448,000	5,672	255.29
Governors State U/IL	162,646	5,615	28.97
Prairie View A&M U/TX	5,603,036	5,590	1,002.33
East Stroudsburg U/PA	680,549	5,494	123.87
Midwestern State U/TX	1,985,361	5,455	363.95
California State U/Bakersfield	1,255,428	5,441	230.73
Bemidji State U/MN	2,218,128	5,393	411.30
Augusta C/GA	5,101,398	5,292	963.98
Frostburg State U/MD	1,935,401	5,239	369.42
Suny C/Fredonia	2,329,184	4,957	469.88
U of Keene/SC	2,088,975	4,891	427.11
Armstrong State C/GA	135,225	4,720	28.65
Suny C/Potsdam	3,838,000	4,618	831.10
Bowie State C/MD	519,697	4,437	117.13
Suny/Old Westbury	N/A	N/A	N/A
U of Plymouth/SC	614,227	4,400	139.60
Delta State/MS	2,048,525	4,002	511.88
Francis Marion C/SC	2,418,435	3,903	619.63
Corpus Christi State U/TX	836,411	3,831	218.33
U of Texas/Tyler	15,833,344	3,790	4,177.66

Fayetteville State U/NC	2,238,680	3,715	602.61
Lock Haven U/PA	1,043,836	3,713	281.13
Mary Washington C/VA	10,000,000	3,700	2,702.70
Eastern Montana C	3,473,654	3,631	956.67
U of Arkansas/Pine Bluff	2,230,490	3,459	644.84
Mansfield U/PA	1,213,668	3,371	360.03
Longwood C/VA	8,074,952	3,305	2,443.25
U of North Carolina/Asheville	5,291,579	3,261	1,622.69
U of Montevallo/AL	1,053,529	3,256	323.57
Alcorn State U/MS	N/A	3,244	N/A
Bluefield State C/WV	3,612,444	2,905	1,243.53
Southern Arkansas U	7,820,570	2,892	2,704.21
Delaware State C	3,867,557	2,882	1,341.97
Southwest State U/MN	2,943,625	2,856	1,030.68
Northern State C/SD	2,654,538	2,818	941.99
West Virginia State C	N/A	N/A	N/A
Coppin State C/MD	N/A	2,816	N/A
Winston-Salem State U	5,374,924	2,655	2,024.45
Savannah State C/GA	537,745	2,626	204.78
Suny C of Technology/Utica-Rome	388,806	2,614	148.74
U of Maine/Farmington	2,003,241	2,405	832.95
North Adams State C/MA	217,122	2,390	90.85
Castleton State C/VT	689,000	2,206	312.33
U of Texas/Permian Basin	2,884,219	2,107	1,368.87
U of Texas/Brownsville	21,960	1,457	15.07

COMPARATIVE ANALYSIS OF PUBLIC COMPREHENSIVE INSTITUTIONS REPORTING TO THE COUNCIL FOR AID TO EDUCATION FOR FY 1992

Table 8

Rank Of Endowment By Dollars Per Student

	ENDOWMENT FY 1992	Enrollment	Dollars Student
Washburn U/KS	42,868,050	6,626	6,469.67
U of Texas/Tyler	15,833,344	3,790	4,177.66
Wichita State U	51,657,990	15,779	3,273.84
Emporia State U/KS	17,345,041	6,034	2,874.55
Southern Arkansas U	7,820,570	2,892	2,704.21
Mary Washington C/VA	10,000,000	3,700	2,702.70
Longwood C/VA	8,074,952	3,305	2,443.25
Pittsburg State U/KS	12,498,814	6,166	2,027.05
Winston-Salem State U	5,374,924	2,655	2,024.45
South Dakota State U	14,227,328	8,090	1,758.63
Cuny City C/NY	25,048,043	14,692	1,704.88
Marshall U/WV	21,621,075	12,744	1,696.57
U of North Carolina/Asheville	5,291,579	3,261	1,622.69
U of Texas/El Paso	24,520,866	16,830	1,456.97
U of Texas/Permian Basin	2,884,219	2,107	1,368.87
Appalachian State U/NC	15,923,101	11,795	1,349.99
Delaware State C	3,867,557	2,882	1,341.97
Southwest Texas State U	27,345,000	21,575	1,267.44
Charleston C/SC	11,051,771	8,781	1,258.60
West Texas State U	7,566,610	6,026	1,255.66
Bluefield State C/WV	3,612,444	2,905	1,243.53
U of Baltimore/MD	7,157,504	5,983	1,196.31
East Tennessee State U	14,474,000	12,107	1,195.51
U of Central Florida	23,000,000	21,267	1,081.49
Grand Valley State U/MI	13,380,421	12,565	1,064.90
Northeast Louisiana	11,829,986	11,189	1,057.29
Troy State U/AL	N/A	16,072	N/A
James Madison U/VA	11,970,490	11,477	1,043.00
Southwest State U/MN	2,943,625	2,856	1,030.68
Prairie View A&M U/TX	5,603,036	5,590	1,002.33
Augusta C/GA	5,101,398	5,292	963.98
Eastern Montana C	3,473,654	3,631	956.67
California State U/Chico	14,342,070	15,109	949.24
Northern State C/SD	2,654,538	2,818	941.99
East Carolina U/NC	15,202,000	16,690	910.84

U of Texas/Pan American	10,764,123	12,466	863.48
California State U/San Luis Obispo	15,136,899	17,575	861.27
Arkansas State U	8,324,874	9,717	856.73
California State U/Fresno	18,590,789	22,050	843.12
U of West Florida	6,809,295	8,113	839.31
U of Maine/Farmington	2,003,241	2,405	832.95
Suny C/Potsdam	3,838,000	4,618	831.10
Tarleton State U/TX	5,282,496	6,420	822.82
Eastern Illinois U	8,493,000	10,454	812.42
Suny C/Oneonta	4,916,945	6,176	796.14
U of North Carolina/Wilmington	6,245,000	8,130	768.14
Salisbury State U/MD	4,484,000	5,884	762.07
Wright State U/OH	13,105,345	17,761	737.87
Shippensburg U/PA	4,766,284	6,707	710.64
Murray State U/KY	5,864,400	8,328	704.18
California State U/San Diego	23,040,492	32,951	699.23
Suny C/Plattsburgh	4,401,403	6,448	682.60
U of North Florida	5,853,201	8,753	668.71
Southeast Missouri State U	5,751,889	8,716	659.92
U of Arkansas/Pine Bluff	2,230,490	3,459	644.84
Oakland U/MI	7,953,888	12,530	634.79
U of Northern Iowa	8,342,356	13,163	633.77
Francis Marion C/SC	2,418,435	3,903	619.63
Fayetteville State U/NC	2,238,680	3,715	602.61
Central Missouri State U	6,611,663	11,621	568.94
Ferris State C/MI	6,727,081	12,553	535.89
Suny C/Empire	3,634,695	7,000	519.24
Western Washington U	5,126,117	10,010	512.10
Delta State/MS	2,048,525	4,002	511.88
Winona State U/MN	3,673,440	7,271	505.22
Radford U/VA	4,475,096	9,430	474.56
Suny C/Fredonia	2,329,184	4,957	469.88
Saginaw Valley State U/MI	2,995,780	6,474	462.74
Bloomsburg U/PA	3,222,331	7,008	459.81
Valdosta State C/GA	3,315,652	7,436	445.89
California State U/Humboldt	3,877,464	8,925	434.45
U of Keene/SC	2,088,975	4,891	427.11
U of Texas/San Antonio	6,664,236	15,759	422.88
U of Arkansas/Little Rock	4,985,677	11,805	422.34
Central Michigan U	6,992,752	16,616	420.84
Bemidji State U/MN	2,218,128	5,393	411.30
Fitchburg State C/MA	2,300,000	5,736	400.98
Kean C/NJ	4,604,474	11,692	393.81
California State U/Sonoma	4,106,133	10,472	392.11
North Carolina A&T State U	2,745,072	7,119	385.60

Indiana U/PA	5,490,282	14,620	375.53
U of Texas/A&I	2,214,356	5,937	372.98
Frostburg State U/MD	1,935,401	5,239	369.42
Western Illinois U	5,046,391	13,801	365.65
Midwestern State U/TX	1,985,361	5,455	363.95
Mansfield U/PA	1,213,668	3,371	360.03
Eastern Michigan U	8,387,690	24,217	346.36
Southwest Missouri State U	6,975,426	20,672	337.43
Clarion U/PA	2,094,714	6,209	337.37
California State U/Northridge	9,600,489	29,320	327.44
Millerville U/PA	2,512,370	7,708	325.94
U of Montevallo/AL	1,053,529	3,256	323.57
Castleton State C/VT	689,000	2,206	312.33
Suny C/Buffalo	3,646,750	12,471	292.42
U of Southern Maine	3,045,410	10,423	292.18
Western Carolina U/NC	1,885,912	6,519	289.29
Suny C/Cortland	2,138,948	7,500	285.19
Lock Haven U/PA	1,043,836	3,713	281.13
Kutztown U/PA	2,190,264	8,164	268.28
California State U/Long Beach	8,202,018	30,949	265.02
Suny C/Geneseo	1,448,000	5,672	255.29
Florida International U	5,829,000	23,332	249.83
Georgia Southern U	3,331,600	13,411	248.42
U of Southern Indiana	1,734,779	7,021	247.08
Stockton State C	1,350,000	5,683	237.55
California State U/Bakersfield	1,255,428	5,441	230.73
Mankato State U/MN	3,682,576	16,264	226.42
California State U/San Jose	7,626,707	34,452	221.37
Corpus Christi State U/TX	836,411	3,831	218.33
Savannah State C/GA	537,745	2,626	204.78
Michigan Technical U	1,416,000	6,921	204.59
California State U/Los Angeles	3,936,212	20,801	189.23
Eastern Kentucky U	3,051,034	16,525	184.63
California State U/Hayward	3,015,474	16,367	184.24
U of Alabama/Huntsville	1,297,675	8,058	161.04
Suny/New Paltz	1,310,288	8,475	154.61
Suny C of Technology/Utica-Rome	388,806	2,614	148.74
Edinboro U/PA	1,183,466	8,165	144.94
Slippery Rock U/PA	1,132,997	7,925	142.96
Suny/Old Westbury	N/A	N/A	N/A
West Chester U/PA	1,678,465	11,959	140.35
U of Plymouth/SC	614,227	4,400	139.60
Eastern Washington U	1,158,734	8,348	138.80
St. Cloud State U/MN	2,263,788	16,325	138.67
California State U/Sacramento	3,726,373	27,397	136.01

Towson State U/MD	1,966,905	15,408	127.65
East Stroudsburg U/PA	680,549	5,494	123.87
Moorhead State U/MN	1,001,655	8,308	120.57
Bowie State C/MD	519,697	4,437	117.13
California State U/San Francisco	3,252,477	27,911	116.53
Suny C/Brockport	1,098,366	9,544	115.08
Morehead State U/KY	1,013,177	8,812	114.98
California State U/Dominguez Hills	1,469,324	13,223	111.12
U of Wisconsin/Whitewater	1,069,739	10,459	102.28
Alcorn State U/MS	N/A	3,244	N/A
North Adams State C/MA	217,122	2,390	90.85
Suny C/Oswego	723,099	8,750	82.64
California State U/Fullerton	2,204,529	27,167	81.15
California State U/Stanislaus	466,814	5,791	80.61
California State U/San Bernardino	765,061	12,571	60.86
West Virginia State C	N/A	N/A	N/A
Coppin State C/MD	N/A	2,816	N/A
California State U/Pomona	1,102,768	18,777	58.73
U of Massachusetts/Lowell	793,070	13,618	58.24
Governors State U/IL	162,646	5,615	28.97
Armstrong State C/GA	135,225	4,720	28.65
U of Wisconsin/Stout	191,906	7,598	25.26
Metropolitan State C/CO	413,104	17,083	24.18
U of Texas/Brownsville	21,960	1,457	15.07
U of Wisconsin/Oshkosh	94,710	11,113	8.52

APPENDIX 3

PITTSBURG STATE UNIVERSITY
OFFICE OF RESEARCH
RESEARCH/GRANTS/CONTRACT ACTIVITY
FISCAL YEAR 1993

INITIATION	FUNDING SOURCE REQUEST	AWARD	STATUS
AS/BIOL	Kansas Board of Regents	41,244	Funded
AS/BIOL	Kansas Board of Regents	32,131	Funded
AS/BIOL	National Science Foundation	20,825	Funded
AS/BIOL	Kansas Board of Regents	27,903	Funded
AS/BIOL	Kansas Soybean Commission	4,041	Funded
AS/CHEM	North Central Regional Aqua-Culture	29,000	Funded
AS/FLANG	National Science Foundation	199,000	Funded
AS/FLANG	Kansas Committee for the Humanities	6,475	Funded
AS/MUSIC	Kansas Committee for the Humanities	5,464	Funded
CS/CONED	Kansas Arts Commission	3,000	Funded
CS/CONED	Kansas State Board of Education	2,000	Funded
ED/CURIN	ED/CURIN-Kansas Board of Regents	16,900	Funded
ED/HPER	Eisenhower Grant	30,893	Funded
ED/HPER	US Department of Health/Environment	16,500	Funded
ED/HPER	Kansas Arts Commission	420	Funded
ED/SSAS	US Department of Agriculture/NCAA	65,000	Funded
SBDC	US Department of Education	40,000	Funded
SBDC	KSBDC Wichita State University	66,000	Funded
SBDC	US Small Business Administration	6,500	Funded
TE/ETECH	Kansas Technology Enterprise Corp	360,000	Funded
TE/ETECH	Society Mechanical Engineers	18,380	Funded
TE/IAT	NASA/University of Kansas	10,750	Funded
TE/TED	General Motors Corporation	136,948	Funded
TE/TED	Kansas State Department of Edu	4,500	Funded
TE/TED	Kansas State Board of Education	4,500	Funded
AS/ART	Kansas State Board of Education	51,222	Funded
AS/BIOL	Kansas Arts Commission	1,000	Pending
AS/BIOL	Kansas Department of Wildlife	4,421	Pending
AS/BIOL	Kansas Department of Wildlife	7,495	Pending
AS/MUSIC	Kansas Dept Health/Environment	5,300	Pending
AS/NURS	Kansas Arts Commission	11,000	Pending
CS/CONED	Helen Fuld Health Trust	89,509	Pending
ED/HPER	Kansas Board of Education	2,000	Pending
ED/HPER	Department of Education	131,494	Pending
SBDC	Kansas Arts Commission	2,000	Pending
SBDC	KSBDC, Wichita State University	24,000	Pending
SBDC	Kansas Technology Enterprise Corp.	250,000	Pending
SBDC	KSBDC,Wichita State University	7,100	Pending
SBDC	Aspen Institute	49,500	Pending
TE/ETECH	KSBDC/Wichita State University	67,000	Pending
TE/ETECH	AGC Education/Research Foundation	25,000	Pending
TE/ETECH	SME Education Foundation	36,040	Pending
TE/ETECH	Kansas Contractors Association	3,000	Pending
TE/TST	National Science Foundation	100,000	Pending
TE/TST	Kansas State Board of Education	3,999	Pending
AS/BIOL	Department of Agriculture	8,743,265	Pending
	K. U. Medical Center	13,550	Not Funded

APPENDIX 4

PITTSBURG STATE UNIVERSITY

ALUMNI STATISTICS
REPORTED TO THE COUNCIL FOR AID TO EDUCATION

Each year, Pittsburg State University reports to the Council For Aid To Education. The CFAE Voluntary Support report gives detailed analysis to the private gifts received through the Pittsburg State University Foundation for the University. Among others, alumni giving receives special attention.

The following policy governs how the University reports total alumni, alumni of record, alumni solicited, and alumni donors. It should be noted that the figure for total alumni is not reported to CFAE.

1. Total Alumni

The total number of alumni includes the following two categories.

A. All living and deceased certificate and degree holders constitute one category of alumni. This figure is usually reported as the University's total alumni.

B. Also considered in an alumni category are all students who have taken at least one course but have never received a certificate or degree from the University.

2. Alumni of Record

Alumni of Record is the special CFAE category used to determine the alumni who can be reached for solicitation purposes. The following procedures determine who are the Alumni of Record.

A. Alumni of Record include all living alumni noted in 1A above.

B. Alumni of Record include all alumni and spouses as separate individual records.

C. Alumni of Record do not include deceased or lost alumni as well as those living outside the United States. Also excluded are the graduates (December and May) in the most recent completed fiscal year and former students unless they have given in the recent completed fiscal year.

D. Alumni of Record also does not include those who have requested no solicitation by both mail and telephone, and those who have requested no contact from Pittsburg State University.

3. Alumni Solicited

A. All living individual alumni.

B. All living alumni with alumni spouses who count as one unless they request separate mailings or listing.

C. Former students who are established donors.

4. Alumni Not Solicited

A. Alumni not solicited include those who request no solicitation. Those who request no telephone solicitation will be solicited by mail unless requested not to be solicited by mail. Those requesting no mail solicitation will be solicited by telephone unless requested not to be solicited by telephone. All alumni not solicited either by mail or by telephone are not included in the Alumni of Record.

B. At present former students and graduates living outside the United States are not solicited. These categories are not included in the Alumni of Record.

5. Alumni Donors

A. An individual alumni donor making a gift who is single or has a spouse not an alumnus of PSU. Listing, response letter and receipt includes the donor and spouse unless otherwise requested. Listings will be on one line with either Mr. and Mrs. or the first names of both.

B. Individual alumnus who has an alumni spouse. Two donors will be recorded for such gifts. Listing, response letter and receipt includes the donor spouse unless otherwise requested. Listings will be on one line with either Mr. and Mrs. or the first names of both unless the donors request separate listings and that each be credited with one half of the gift.

C. Includes deceased alumni or those requesting no contact or solicitation if they did contribute during the recent completed fiscal year.

ALUMNI STATISTICS REPORTING PROCEDURES

I. Total Alumni is selected on the basis of an individuals source type code. The source type for alumni is the letter "A" which includes the following eleven categories.

(1) Alumni who do not work for matching companies

(2) Alumni who have PSU employed spouses

(3) Alumni who have spouses working for a matching company

(4) Alumni who work for a matching company

(5) Alumni who are retired but still bring in matching dollars

(6) Former students who do not work for matching companies

(7) Former students who do work for matching companies

(8) Current faculty who are alumni

(9) Retired or deceased faculty who are alumni

(10) Current staff who are alumni

(11) Retired or deceased staff who are alumni

II. Alumni of Record are first divided into the alumni group and the former student group excluding the most recent fiscal year graduates.

(1)	Total alumni		44,505
	Less 1993 class		925
	Alumni of Record		43,581
	Alumni of Record/alumni		42,351
	Alumni of Record/former students		1,230
(2)	Alumni of Record/alumni		42,351
(a)	Exclude lost, deceased, no PSU contact	8,335	
(b)	Exclude those outside USA	947	
(c)	Exclude those no phone/mail solicitation	332	
(d)	Alumni of Record/alumni remaining		32,737

(3)	Alumni of Record/former students		1,230
	(a) Exclude those who did not give (or their spouse) during the last completed fiscal year	1,063	
	(b) Alumni of Record/former students remaining	167	
(4)	Alumni of Record are the number remaining after all of the above exclusions		
	(a) Alumni of Record/alumni remaining		32,737
	(b) Alumni of Record/former students remaining		167
	(c) Alumni of Record for FY 1993 are		32,904

III. Alumni Solicited are selected from the Alumni of Record.

(a)	Alumni of Record		32,904
(b)	Remove all alumni coded as spouses	3,386	
(c)	Add those coded as spouses who are not married to Alumni	124	
(b)	Alumni Solicited For FY 1993 are		29,642

IV. Alumni Donors are selected from the Alumni of Record Count.

(a)	Alumni of Record		43,581
(b)	Exclude those who have not given or their spouse) during the last fiscal year	37,412	
(c)	Remove those coded deceased	24	
(d)	Add those who are deceased but have a giving record during the last fiscal year	20	
(e)	Alumni Donors for FY 1993		6,165

V. Alumni Statistics Reported to CFAE.

(1)	Alumni of Record	32,904
(2)	Alumni Solicited	29,642
(3)	Alumni Donors	6,165
(4)	Solicitation Effectiveness	20.80%

APPENDIX 5

PITTSBURG STATE UNIVERSITY
OFFICE OF DEVELOPMENT

PHONATHON REPORT FOR FY 1993

By
Connie Pelton Kays

The Pittsburg State University Foundation Phonathon has become an established part of the Annual Fund. Annual reports of previous phonathons have appeared in the Pittsburg State University Development Achievements published each year. Private support of the University grows stronger each year because of increasing numbers of alumni who contribute to their University.

This report lists the week-by-week pledge results of the Pittsburg State University Foundation Phonathon for FY 1993. The Pittsburg phonathon and mini-phonathons are listed separately. The on-campus phonathon included 22 calling sessions, involving 66 calling hours. Mini-phonathons were held in Wichita, Tulsa, Springfield, Kansas City, St. Louis and Bartlesville. Over 296 alumni, faculty, students and friends of the university volunteered their service to produce pledges of $231,699 (as of the last day of calling) from 3,757 alumni. This compares to $196,741 from 3,393 for 1992. The average size gift of $61.67 was an increase from $58.24 in 1992, and $57.76 in 1991.

Pledges received from mini-phonathons were up from last year because of the re-establishment of phonathons in Bartlesville and Springfield. Thirty-eight alumni served as callers for the six mini-phonathons producing total pledges of $32,350 (the largest mini-phonathon total to date).

Student volunteers continue to play an increasingly important role in the success of the phonathon. Twenty-two student organizations and 102 student callers and volunteers participated in raising $21,240 compared to $19,962 for 1992. The number of pledges students secured was 711, up from the 1992 figure of 607.

The single most significant improvement in the phonathon was the total amount of funds raised as of the last day of calling, $231,699. This figure reflects an increase of 17.77% over the 1992 figures and is the largest single dollar increase since the phonathon began in 1979. Also of note is the percent of alumni contacted that made pledges to the University. Of the 7,461 alumni contacted, 50.03% made definite pledges to Pittsburg State, which is up from 38.34% in 1992, and 48.22% in 1991. The use of a new calling facility in the Office of Development was also most helpful to the overall operation of the phonathon.

PHONATHON TOTALS FROM 1979 TO 1993

(based on total pledges*)

FISCAL YEAR	AMOUNT PLEDGED	DOLLAR INCR/DECR	PERCENT INCR/DECR
1979	$ 26,085		
1980	39,341	13,256	50.82
1981	51,768	12,427	31.59
1982	63,303	11,535	22.28
1983	83,321	20,018	31.62
1984	109,055	25,734	30.89
1985	119,257	10,202	09.35
1986	134,571	15,314	12.84
1987	158,137	23,566	17.51
1988	164,024	5,887	03.72
1989	164,971	947	00.58
1990	183,770	18,799	11.40
1991	193,378	9,608	05.23
1992	207,171	13,793	07.13
1993	237,605	30,434	14.69
TOTAL	$1,935.757		

*includes mini-phonathons and clean up held after last day of calling.

Does not include any follow-up mailings: maybe's, unspecified, answering machines, etc.

PHONATHON TOTALS FROM 1979 TO 1993

(based on total pledges as of last day of calling*)

FISCAL YEAR	AMOUNT PLEDGED	DOLLAR INCR/DECR	PERCENT INCR/DECR
1979	$ 26,085		
1980	39,341	13,256	50.82
1981	43,741	4,400	11.18
1982	54,948	11,207	25.62
1983	71,341	16,393	29.83
1984	97,480	26,139	36.64
1985	111,688	14,208	14.58
1986	130,211	18,523	16.58
1987	145,072	14,861	11.41
1988	161,634	16,562	11.42
1989	152,861	- 8,773	-05.43
1990	172,319	19,458	12.73
1991	189,058	16,739	09.71
1992	196,741	7,683	04.06
1993	231,699	34,958	17.77
TOTAL	$1,824,219		

*does not include mini-phonathons or clean up calling done after the last day of calling.

MINI-PHONATHONS FROM 1980-1993

(based on total pledges)

FISCAL YEAR	AMOUNT PLEDGED	DOLLAR INCR/DECR	PERCENT INCR/DECR
1980	$ 5,855		
1981	13,987	8,132	138.89
1982	16,060	- 3,782	- 19.06
1983	17,500	1,440	08.97
1984	18,428	928	05.30
1985	19,158	730	03.96
1986	26,509	7,351	38.37
1987	31,470	4,961	18.71
1988	25,268	- 6,202	- 19.71
1989	19,030	- 6,238	- 24.69
1990	27,072	8,042	42.26
1991	28,582	1,510	05.58
1992	22,022	- 6,560	- 22.95
1993	32,350	10,328	46.90
TOTAL	$303,291		

*No mini-phonathons held in 1979.

1993 FOUNDATION

COMPARISON OF 1993 VERSUS 1992 PHONATHON

FIRST WEEK OF PHONATHON:

1992		1993	
SUNDAY	$ 6,952.50	SUNDAY	$ 15,175.00
SUNDAY	10,120.00	SUNDAY	$ 11,336.00
MONDAY	$ 6,655.00	MONDAY	$ 13,530.00
TUESDAY	$ 8,045.00	TUESDAY	$ 8,600.00
WEDNESDAY	$ 7,820.00	WEDNESDAY	$ 13,097.50
THURSDAY	$ 9,285.00	THURSDAY	$ 13,510.00
TOTAL:	**$ 48,877.50**		**$75,248.50**

SECOND WEEK OF PHONATHON:

1992		1993	
SUNDAY	$ 6,990.00	SUNDAY	$ 9,536.00
SUNDAY	$ 11,102.50	SUNDAY	$ 17,065.00
MONDAY	$ 5,375.00	MONDAY	CANCELLED
TUESDAY	$ 9,302.00	TUESDAY	$ 13,987.00
WEDNESDAY	$ 5,988.00	WEDNESDAY	$ 5,850.00
THURSDAY	$ 5,531.00	THURSDAY	$ 6,252.00
TOTAL:	**$ 44,178.50**		**$ 52,690.00**

THIRD WEEK OF PHONATHON:

1992		1993	
SUNDAY	$ 4,480.00	SUNDAY	$ 4,682.50
SUNDAY	$ 9,135.00	SUNDAY	$ 10,765.00
MONDAY	$ 7,725.00	MONDAY	$ 6,500.00
TUESDAY	$ 6,952.00	TUESDAY	$ 5,980.00
WEDNESDAY	$ 10,520.00	WEDNESDAY	$ CANCELLED
THURSDAY	$ 9,090.00	THURSDAY	$ 6,680.00
TOTAL:	**$ 47,902.00**		**$ 34,607.50**

FOURTH WEEK OF PHONATHON:

	1992		1993
SUNDAY	$ 7,707.00	SUNDAY	$ 5,677.50
SUNDAY	$ 5,827.00	SUNDAY	$ 6,982.00
MONDAY	$ 6,282.00	MONDAY	$ 6,309.00
TUESDAY	$ 5,385.00	TUESDAY	$ 6,080.00
WEDNESDAY	$ 3,560.00	WEDNESDAY	$ 7,010.00
THURSDAY	$ 5,900.00	THURSDAY	$ 4,745.00
TOTAL:	**$ 34,661.00**		**$ 36,803.50**

KANSAS CITY PHONATHON:

2-9-92	$ 11,847.00	2-7-93	$ 13,495.00

WICHITA PHONATHON:

1-23-92	$ 2,870.00	2-2-93	$ 5,105.00

TULSA PHONATHON:

1-30-92	$ 6,405.00	2-4-93	$ 5,215.00

BARTLESVILLE PHONATHON:

NOT HELD		2-21-93	$ 6,115.00

SPRINGFIELD PHONATHON:

NOT HELD		2-28-93	$ 1,025.00

ST. LOUIS PHONATHON:

3-26-92	$ 900.00	2-4-93	$ 1,395.00

REPORT OF THE

1993 PITTSBURG PHONATHON

Listed below is a report of the first week, day-by-day Phonathon results for 1992 and 1993.

	1992			1993
SUN.	2-09-92	$ 6,952.50	SUN. 2-07-93	$ 15,175.00
SUN.	2-09-92	10,120.00	SUN. 2-07-93	11,336.00
MON.	2-10-92	6,655.00	MON. 2-08-93	13,530.00
TUE.	2-11-92	8,045.00	TUE 2-09-93	8,600.00
WED.	2-12-92	7,820 00	WED 2-10-93	13,097.50
THUR.	2-13-92	9,285.00	THUR. 2-11-93	13,510.00
TOTAL:		**$ 48,877.50**	**TOTAL:**	**$ 75,248.50**

*NOTE: $26,371.00 over last years total for Pittsburg

MINI-PHONATHONS TO DATE:	**$ 21,122.00**	**MINI-PHONATHONS TO DATE:**	**$ 25,210.00**
TOTAL TO DATE:	**$ 69,999.50**	**TOTAL TO DATE:**	**$100,458.50**
			(up + 30,459.00)

MINI-PHONATHONS 1992: Kansas City, Wichita, Tulsa

MINI-PHONATHONS 1993: Kansas City, Wichita, Tulsa, St. Louis

REPORT OF THE

1993 PITTSBURG PHONATHON

Listed below is a report of the second week, day-by-day Phonathon results for 1992 and 1993.

	1992		**1993**
Sun. 2-16-92	$ 6,880.00	Sun. 2-14-93	$ 9,536.00
Sun. 2-16-92	11,102.50	Sun. 2-14-93	17,065.00
Mon. 2-17-92	5,375.00	Mon. 2-15-93	cancelled
Tue. 2-18-92	9,302.00	Tue. 2-16-93	13,987.00
Wed. 2-19-92	5,988.00	Wed. 2-17-93	5,850.00
Thu. 2-20-92	5,531.00	Thu. 2-18-93	6,252.00
TOTAL:	$44,178.50	**TOTAL**	$ 52,690.00

NOTE: $8,511.50 over last years total for the second week of the phonathon.

TOTAL TO DATE: $114,178.50 **TOTAL TO DATE:** **$** 153,148.50

(up + 38,970.00)

REPORT OF THE

1993 PITTSBURG PHONATHON

Listed below is a report of the third week, day-by-day Phonathon results for 1992 and 1993.

	1992			**1993**
SUN.	2-23-92	$ 4,480.00	SUN. 2-21-93	$ 4,682.50
SUN.	2-23-92	$ 9,135.00	SUN. 2-21-93	$ 10,765.00
MON.	2-24-92	$ 7,725.00	MON. 2-22-93	$ 6,500.00
TUE.	2-25-92	$ 6,952.00	TUE. 2-23-93	$ 5,980.00
WED.	2-26-92	$ 10,520.00	WED. 2-24-93	cancelled
THURS.	2-27-92	$ 9,090.00	THUR. 2-25-93	$ 6,680.00
TOTAL:		$ 47,902.00	**TOTAL:**	$ 34,607.50

*NOTE: $13,294.50 less than last years total for Pittsburg

MINI-PHONATHON BARTLESVILLE	$ 6115.00
TOTAL:	$ 40,722.50
TOTAL TO DATE: $162,080.00	**TOTAL TO DATE:** $193,871.00
	(up + 31,791.00)

REPORT OF THE

1993 PITTSBURG PHONATHON

Listed below is a report of the fourth week, day-by-day Phonathon results for 1992 and 1993.

	1992			**1993**	
SUN.	3-01-92	$ 7,707.00	SUN.	2-28-93	$ 5,677.50
SUN.	3-01-92	$ 5,827.00	SUN.	2-28-93	$ 6,982.00
MON.	3-02-92	$ 6,282.00	MON.	3-01-93	$ 6,309.00
TUE.	3-03-92	$ 5,385.00	TUE.	3-02-93	$ 6,080.00
WED.	3-04-92	$ 3,560.00	WED.	3-03-93	$ 7,010.00
THUR.	3-05-92	$ 5,900.00	THUR.	3-04-93	$ 4,745.00
TOTAL		$ 34,661.00			$ 36,803.50

*NOTE: $2,142.50 over 1992 figures for same week.

MINI-PHONATHON SPRINGFIELD	$ 1,025.00
TOTAL	$ 37,828.50
TOTAL TO DATE: $196,741.00	$231,699.50

*NOTE: $34,958.50 over total for 1992.

APPENDIX 6

PITTSBURG STATE UNIVERSITY

OFFICE OF DEVELOPMENT

CLASS AGENT SUMMARY FOR FY 1992 - FY 1993

CLASS	MEMBERS CONTACTED	DONORS GIVING	PERCENT GIVING	AMOUNT GIVEN
1945				
FY 93	69	14	20.29	$ 6,255.00
FY 92*	70	11	15.71	1,600.53
1946				
FY 93	70	13	18.57	885.00
FY 92*	73	8	10.96	985.00
1947				
FY 93	162	43	26.54	4,447.38
FY 92*	163	38	23.31	6,213.02
1948				
FY 93	173	38	21.97	2,978.04
FY 92*	174	34	19.54	6,465.04
1949				
FY 93	223	52	23.32	3,982.86
FY 92*	228	35	15.35	3,380.90
1950				
FY 93	304	54	17.76	10,221.00
FY 92	311	59	18.97	5,826.64
FY 91*	311	61	19.61	6,697.00
1951				
FY 93	290	57	19.66	8,741.22
FY 92	291	56	19.24	8,775.27
FY 91*	292	47	16.10	5,020.00
1952				
FY 93	228	48	21.05	4,330.61
FY 92	228	49	21.49	4,145.53
FY 91*	230	35	15.22	14,290.00

CLASS	MEMBERS CONTACTED	DONORS GIVING	PERCENT GIVING	AMOUNT GIVEN
1953				
FY 93	248	64	25.81	11,724.59
FY 92	249	56	22.49	12,710.36
FY 91*	248	59	23.79	7,711.00
1954				
FY 93	211	42	19.91	13,764.27
FY 92	217	37	17.05	4,408.03
FY 91*	219	44	20.09	16,209.98
1955				
FY 93	261	60	22.99	10,128.80
FY 92	266	59	22.18	9,045.84
FY 91*	269	55	20.45	6,048.50
1956				
FY 93	340	59	17.35	5,519.00
FY 92	343	56	16.33	24,326.77
FY 91*	343	60	17.49	3,088.00
1957				
FY 93	462	102	22.08	10,539.44
FY 92	459	87	18.95	10,001.37
FY 91*	462	91	19.70	7,010.00
1958				
FY 93	475	83	17.47	32,283.09
FY 92	478	75	15.69	29,980.10
FY 91*	483	78	16.15	25,527.00
1959				
FY 93	502	92	18.33	15,577.98
FY 92	496	78	15.73	23,960.98
FY 91*	503	73	14.51	6,068.00
1960				
FY 93	521	96	18.43	13,744.66
FY 92	530	83	15.66	13,993.88
FY 91*	532	97	18.23	10,730.00

CLASS	MEMBERS CONTACTED	DONORS GIVING	PERCENT GIVING	AMOUNT GIVEN
1961				
FY 93	499	76	15.23	8,298.94
FY 92	501	66	13.17	7,408.29
FY 91*	505	69	13.66	3,340.00
1962				
FY 93	563	92	16.34	9,203.91
FY 92	566	90	15.90	9,985.61
FY 91*	568	86	15.14	8,644.50
1963				
FY 93	548	121	22.08	11,451.18
FY 92	546	98	17.95	10,518.91
FY 91*	551	106	19.24	9,860.78
1964				
FY 93	651	133	20.43	14,727.42
FY 92	652	99	15.18	15,255.94
FY 91*	657	116	17.66	10,312.50
1965				
FY 93	691	138	19.97	18,316.12
FY 92	690	122	17.68	19,700.74
FY 91*	689	146	21.19	15,222.00
1966				
FY 93	701	120	17.12	18,337.00
FY 92	696	94	13.51	16,070.68
FY 91*	700	123	17.57	9,618.00
1967				
FY 93	733	148	20.19	12,806.60
FY 92*	768	119	15.49	10,954.10
1968				
FY 93	939	204	21.73	14,189.55
FY 92*	938	123	13.11	9,973.96

CLASS	MEMBERS CONTACTED	DONORS GIVING	PERCENT GIVING	AMOUNT GIVEN
1969				
FY 93	1,018	190	18.66	17,119.36
FY 92*	1,016	123	12.11	18,372.20
1970				
FY 93	1,095	188	17.17	14,726.50
FY 92*	1,089	140	12.86	15,445.61
1971				
FY 93	1,182	229	19.37	20,559.87
FY 92*	1,177	154	13.08	22,629.57
1972				
FY 93	1,092	182	16.67	12,946.51
FY 92*	1,096	144	13.14	12,570.96
1973				
FY 93	893	154	17.25	11,769.42
FY 92*	890	110	12.36	8,634.21
1974				
FY 93	1,087	170	15.64	16,311.18
FY 92*	1,091	111	10.17	9,131.78
1975				
FY 93	1,050	190	18.10	22,713.75
FY 92*	1,050	134	12.76	12,859.83
1976				
FY 93	814	149	18.30	8,891.27
FY 92*	816	102	12.50	8,855.76

*Program instituted after this year

PITTSBURG STATE UNIVERSITY

OFFICE OF DEVELOPMENT

CLASS AGENT SUMMARY FOR FY 1992 - FY 1993

CLASSES	MEMBERS CONTACTED	DONORS GIVING	PERCENT GIVING	AMOUNT GIVEN
1950-1966				
FY 93	7,495	1,437	19.17	$216,909.23
FY 92	7,519	1,264	16.81	$226,114.94
FY 91	7,562	1,346	17.80	$165,397.26
1945-1949 1967-1976				
FY 93	10,640	1,964	18.46	$170,582.30
FY 92	10,639	1,386	13.03	$148,072.47
1945-1976				
FY 93	18,135	3,401	18.75	$387,491.53

PITTSBURG STATE UNIVERSITY

OFFICE OF DEVELOPMENT

CLASS AGENTS

1945	Patty Barkell Haderlein
1946	Nancy Horton Bowlus
1947	Donald L. Yerkes
1948	Richard E. Cooper
1949	Donald L. Cooper
1950	Charles E. Corporon
1951	Barbara Jean Ensman McClaskey
1952	Thomas E. Beal
1953	J. B. Towner
1954	John R. Grasso
1955	David L. Huffman
1956	Ronald L. Watts
1957	Guy E. Sutherland
1958	John J. Langford
1959	Joseph A. Hart
1960	Leonard L. Jones
1961	E. K. Grigsby
1962	Gary W. Snadon
1963	Cathy Campbell Aubuchon
1964	George A Zugmier
1965	Joseph F. Stone
1966	Ted R. Watts
1967	Frank D. Dunnick
1968	Arthur L. Malle
1969	David E. Loeffler
1970	Roger D. Gladden
1971	William C. Teel
1972	Brenda Rua Chappell
1973	Andrew G. Mamalis
1974	Barry M. Williamson
1975	Jeff L. Wilbert
1976	Doug Eaton

APPENDIX 7

PITTSBURG STATE UNIVERSITY

SENIOR CLASS GIFTS, 1906-1993

1906 Statue: Winged Victory.[1]
1907 Statue: Apollo.[2]
1908 Statue: Minerva.[3]
1909 Oil portrait: E. F. Porter by G. T. Stone[4]
1910 Launched the Manual Normal Light which became the Manualite and the Collegio.[5]
1911 Oil painting: R. S. Russ[6]
1912 Oil painting: Evolution of a Book.[7]
1913 Fountain east of Russ Hall.[8]
1914 Oil painting: W. A. Brandenburg.[9]
1915 Statue: Mercury.[10]
1916
1917
1918 (1) Walnut trophy case for Russ Hall. (2) American linden tree near southwest corner of Russ Hall, with stone reading "Dedicated to the Soldier Boys of S.M.T.N., by the Class of 1918."[11]
1919 Grandfather clock.[12]
1920 Grandfather clock.[13]
1921 Fountain in front of Carney Hall.[14]
1922 Oil painting: Spring by Jones H. Bolton.[15]
1923 Bible, mahogany pulpit with matching flower stands and brass bowls.[16] The senior class of College High School presented the bronze-finished busts of Theodore Roosevelt and Woodrow Wilson to be placed in the niches in the second floor of Russ Hall.[17]
1924 Marble architectural decorations for Brandenburg Field entrance.[18]
1925 Mahogany grandmother clock.[19]
1926 Cornerstone for Porter Library.[20]
1927 Statue: Horace Mann. Library.[21]
1928 Equinoxal sundial of vermont marble. In front of Porter Library.[22]
1929 Oil painting: The Beeches by E. R. Sitzman. In 1930 in Library.[23]
1930 Walnut trophy case, lined with velvet, electrified.[24]
1931 Two trophy cases for Library.[25]
1932 Five white limestone benches for Oval.[26]
1933 Purple velvet draperies for Carney Hall Auditorium windows.[27]
1934 Set of gray curtains for Carney Hall stage.[28]
1935 (1) Oil portrait: W. A. Brandenburg by Charles A. Chase.[29]
(2) Oil portrait: Garfield Weede. 25th anniversary gift, 1960.[30]
1936 In cooperation with the classes of 1937, 1938, and 1940: entrance Memorial Arch west of Russ Hall, with landscaping.[31]

1937 See 1936.
1938 See 1936.
1939 Electric scoreboard for gymnasium.[32]
1940 See 1936.
1941 Oil portrait: W. A. Brandenburg by William Bowen.[33]
1942
1943 Established fund for building a student union.[34]
1944
1945 Outdoor fireplace for College Lake picnic grounds.[35]
1946
1947
1948
1949 Oil portrait: O. F. Grubbs by Bill Bowen.[36]
1950
1951
1952
1953
1954 Mural by David Overmeyer for Student Union.[37]
1955 Funding for student loans.[38]
1956 Oil portrait: Rees H. Hughes by Lewis Freund.[39]
1957
1958
1959
1960 Signs identifying Kansas State College.[40]
1961
1962 Funding for student loans.[41]
1963
1964 School seal placed in sidewalk.[42]
1965 Statue: Gus Gorilla by Lawrence Wooster.[43]
1966 Fountain (now planter) in front of Hughes Hall.[44]
1967 Fund for relandscaping area in front of Russ Hall.
Contributed plaque for Outstanding Seniors.[45]
1968
1969 $1,015 for National Defense Student Loan Matching
Fund.[46]
1970 Funding for student loans.[47]
1971 Funding for student loans.[48]
1972 Funding for student loans.[49]
1973 Funding for student loans.[50]
1974 Funding for student loans.[51]
1975
1976 Funding for student loans.[52]
1977
1978
1979
1980
1981
1982
1983
1984
1985
1986
1987
1988

1989
1990
1991
1992
1993 Bell Tower.[9]

---

[1]Full-sized reproduction from the original in the Louvre, cast in chalk with marble finish from Caproni & Bros., Boston. This firm also supplied the casts for the gifts of 1907, 1908, and 1915, and 1927. Destroyed in 1914 Russ Hall fire. "Senior Class Gifts in History of the College Add Much to Beauty and Usefulness--some Are Lost in Fire," Collegio, June 27, 1930, p. 1, col. 4.

[2]Ibid.

[3]Ibid.

[4]Now in Special Collections, Leonard H. Axe Library.

[5]"Senior Class Gifts," Collegio, June 27, 1930, p. 1, col. 4.

[6]Ibid. Location unknown.

[7]Ibid. Destroyed in 1914 Russ Hall fire.

[8]Ibid., cols. 3-4.

[9]Ibid., col. 3. Lost.

[10]Ibid. Lost.

[11]Ibid. The tree was hit by lightning in the 1960s and removed. Until 1991 the stone was on the southwest side of the Oval.

[12]Ibid. Now in Alumni Center.

[13]Ibid. Now in Alumni Center.

[14]Ibid. Lost (carted off after the demolition of Carney Hall).

[15]"Seniors Purchase Oil Painting," Collegio, May 19, 1922, p. 1, col. 3. Lost.

[16]"Presents Mahogany Pulpit," Collegio May 22, 1923, p. 1, col. 4. Designed for Carney Hall Auditorium, the whereabouts of these items is unknown.

[17]"Presents Bronze Busts," Collegio, June 29, 1923, p. 1, col. 5. The class paid $30 each for the busts.

[18]"Senior Class Gifts," Collegio, June 27, 1930, p. 1, col. 2. Still above the main entrance to Brandenburg Stadium, the bas reliefs of a football player and discus thrower, the words "Brandenburg Stadium," and the year "1924" were created by an 18-year-old graduate of College High School, who also did the architectural ornamentation for Strong Hall at the University of Kansas.

[19]"Seniors, Attention," Collegio, May 8, 1925, p. 1, col. 6.; "Senior Orators Speak," Collegio, May 29, 1925, p.1, col. 3. In research Center, Leonard H. Axe Library.

[20]"Senior Class Gifts," Collegio, June 27, 1930, p. 1, col. 2. On southeast corner of Porter Hall.

[21]Ibid. Removed from the library and stored under the stadium, this larger-than-life-sized statue became the victim of rain and vandals.

[22]"Senior Class Gift Here," Collegio, May 18, 1928, p. 1., col. 5. Lost.

[23]"Senior Class Gifts," Collegio, June 27, 1930, p. 1, col. 2. Lost.

[24]Ibid. Lost.

[25]"New Trophy Exhibit Attracts Attention," Collegio, July 17, 1931, p. 1, col. 6. Now at Crawford County Historical Society Museum on north Highway 69 Bypass.

[26]"Seniors Give Memorial," Collegio, May 20, 1932, p. 1, col. 6. Four of the five are still on the Oval; someone has added a couple of concrete urns on each side of one.

[27]"1933 Senior Class Leaves Memorial," Collegio, June 22, 1933, p. 4, col. 5: "Complete Senior Plaque," Collegio, Aug. 4, 1933, p. 1, col. 3. Lost with the demolition of Carney Hall.

[28]"Seniors Leave Useful Gift," Collegio, June 8, 1934, p. 2, col. 5. Lost with the demolition of Carney Hall.

[29]"Portrait Is Finished," Collegio, Aug. 1, 1935, p. 1, col. 7. Lost.

[30]Alumnian, 20.5 (Fall 1960): {22}. Now in Weede Gymnasium.

[31]"Memorial Arch Nears Completion," Collegio, July 25, 1941, p. 1, col. 4; "New Memorial Entrance Is Gift of Four Classes," Collegio, Sept. 19, 1941, p. 1, col. 3. Remodeled in 1967.

[32]"Seniors to Give New Scoreboard," Collegio, May 26, 1939, p. 1, col. 6. Lost in demolition of Gymnasium.

[33]"Oil Portrait of Late Prexy Gift of '41 Class," Collegio, June 20, 1941, p. 2, col. 4. Now in Faculty Lounge, Overman Student Center.

[34]"Union Building Fund Established by Senior Class," Collegio, June 23, 1943, p. 1, col. 4.

[35]"Seniors Complete Year-End Plans," Collegio, May 16, 1945, p. 1, col. 6. Still standing, but plaque has been vandalized.

[36]"Grubbs, Bowen Combine Talents to Produce Superb Portrait," Collegio, July 20, 1949, p. 1, cols. 6-7. Now in Grubbs Hall.

[37]"Begins Work on Mural," Collegio, June 17, 1954, p. 2, cols. 3-6. Lost.

[38]"Connie Pelton Kays, "Senior Gifts at Pittsburg State University," Nov. 30, 1992, p. 1. Ms. Kays notes, "Funding for student loans is still being used by the University to fund short term loans to students," p. 2.

[39]"'56ers to Donate Oil of Hughes," Collegio, Oct. 18, 1956, p. 2, cols. 3-6; "President's Portrait," Alumnian 18.1 (Fall-Winter 1956-57): 3. Now in Overman Student Center.

[40]Alumnian 21.3 (Spring 1961): 15. Repainted in 1976 to identify Pittsburg State University. At the north and south ends of campus on Broadway.

[41]Kays, p. 1.

[42]"Class Gift Simian Secret," Collegio, Apr. 30, 1965, p. 1, col. 2.

[43]Ibid., cols. 1-2; Sam Roper, "Gus Gorilla Safe; Waiting Completion of Permanent Base," Collegio, June 15, 1965, p. 1, col. 1 (with photo in col. 2/3); Alumnian, 25.3 (Summer 1965): 7. In front of Student Center. The plaque has been removed, however.

[44]"Senior Class Gives Fountain," Collegio, May 13, 1966, p. 1, col. 5. Fungi and freezing determined the renovation into a planter in front of Hughes Hall.

[45]"Proctor Speaks, outstanding Senior Named, Gift Presented at Sr. Banquet," Collegio, June 16, 1967, p. 1, col. 1.

[46]"Outstanding Seniors Honored at Banquet," Collegio, May 16, 1969, p. 1, col. 1.

[47]Kays, p. 2.

[48]Ibid.

[49]Ibid.

[50]Ibid.

[51]Ibid.

[52]Ibid.

[53]Pattelyn Ng, "Seniors Choose Gift," Collegio, Apr. 6, 1993, p. 1, cols. 5-6; p. 6, cols. 2-3; "Seniors Collect Gift Pledges," Collegio, May 4, 1993, p. 1, cols. 1-2.

APPENDIX 8

PITTSBURG STATE UNIVERSITY

OFFICE OF PUBLIC RELATIONS

PUBLICATIONS FOR FY 1994

Pittsburg State University Magazine
Editor: Ellen Carter

Vol. 5, No. 1 (Fall, 1993)
Vol. 5, No. 2 (Spring, 1994)

Pittsburg State University Report
Editor: Ellen Carter

Vol. 4, No. 1 (Fall, 1993)

PSU Foundation News
Editor: Ellen Carter

Vol. 8, No. 1 (Summer, 1993)
Vol. 8, No. 2 (Fall, 1993)
Vol. 8, No. 3 (Spring, 1994)

College of Arts and Sciences Universitas
Managing Editor: Ron Womble; Editor: John King

Vol. 3, No. 1 (Fall, 1993)
Vol. 3, No. 2 (Spring, 1994)

School of Business Kelce Report
Managing Editor: Ron Womble; Editor: Ron Woods

Vol. 4, No. 1 (Fall, 1993)
Vol. 4, No. 2 (Spring, 1994)

School of Education Scholar
Managing Editor: Ron Womble; Editor: Tom Bryant

Vol. 7, No. 1 (Fall, 1993)
Vol. 7, No. 2 (Spring, 1994)

School of Technology Report
Managing Editor: Ron Womble; Editor: Victor Sullivan

Vol. 7, No. 1 (Fall, 1993)
Vol. 7, No. 2 (Spring, 1994)

Gorilla News
Managing Editor: Shawn Ahearn

Vol. 9, No. 1 (Fall, 1993)
Vol. 9, No. 3 (Spring, 1994)

PITTSBURG STATE UNIVERSITY

OFFICE OF PUBLIC RELATIONS

PUBLICATIONS

Pittsburg State University Magazine

Vol. 1, No. 1 (Winter, 1989)
Vol. 1, No. 2 (Spring, 1990)
Vol. 2, No. 1 (Winter, 1991)
Vol. 3, No. 1 (Fall, 1991)
Vol. 3, No. 2 (Spring, 1992)
Vol. 4, No. 1 (Winter, 1992)
Vol. 5, No. 1 (Fall, 1993)
Vol. 5, No. 2 (Spring, 1994)

Pittsburg State University Report

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Vol. 1, No. 2 (Spring, 1991)
Vol. 2, No. 1 (Fall, 1991)
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Vol. 3, No. 1 (Fall, 1992)
Vol. 3, No. 2 (Spring, 1993)
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Pittsburg State University Foundation News

Vol. 1, No. 1 (January, 1987)
Vol. 1, No. 2 (April, 1987)
Vol. 1, No. 3 (July, 1987)
Vol. 2, No. 1 (November, 1987)
Vol. 2, No. 2 (January, 1988)
Vol. 2, No. 3 (Spring, 1988)
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Pittsburg State University/College of Arts and Sciences

Universitas

Vol. 1, No. 1 (Fall, 1992)
Vol. 2, No. 1 (Fall, 1993)
Vol. 3, No. 1 (Fall, 1993)
Vol. 3, No. 2 (Spring, 1994)

Pittsburg State University/School of Business

Kelce Report

Vol. 1, No. 1 (Summer, 1985)
Vol. 1, No. 2 (Fall, 1985)
Vol. 1, No. 3 (Spring, 1986
Vol. 1, No. 4 (Fall, 1986)
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Pittsburg State University/School of Education

The Scholar

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Vol. 1, No. 3 (Spring, 1988)
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Vol. 4, No. 1 (Spring, 1991)
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Vol. 6, No. 1 (Spring, 1993)
Vol. 7, No. 1 (Fall, 1993)
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Pittsburg State University/School of Technology

Technology Report

Vol. 1, No. 1 (Spring, 1987)
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Vol. 2, No. 1 (Fall, 1988)
Vol. 3, No. 2 (Spring, 1990)
Vol. 4, No. 1 (Fall, 1990)
Vol. 4, No. 2 (Summer, 1991)
Vol. 5, No. 1 (Winter, 1992)
Vol. 6, No. 1 (Fall, 1992)
Vol. 7, No. 1 (Fall, 1993)
Vol. 7, No. 2 (Spring, 1994)

Pittsburg State University/Intercollegiate Athletics

Gorilla News

Vol. 1, No. 1 (Summer, 1985)
Vol. 1, No. 2 (Winter, 1986)
Vol. 1, No. 3 (Spring, 1986)
Vol. 2, No. 1 (Fall, 1986)
Vol. 2, No. 2 (Fall, 1986)
Vol. 2, No. 3 (Winter, 1987)
Vol. 2, No. 4 (Spring, 1987)
Vol. 3, No. 1 (Fall, 1987)
Vol. 3, No. 2 (Winter, 1988)
Vol. 4, No. 1 (Fall, 1988)
Vol. 4, No. 2 (Winter, 1988)
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Vol. 6, No. 2 (Spring, 1991)
Vol. 7, No. 1 (Spring, 1992)
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Vol. 8, No. 2 (Spring, 1992)
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Vol. 9, No. 2 (Spring, 1994)

APPENDIX 9

PITTSBURG STATE UNIVERSITY FOUNDATION

CUMULATIVE BEQUEST RECORD

Number	Name of Estate	Amount Distributed	Purpose
1	Barney Baker	$ 8,745.82	General Scholarship
	TOTAL FY 1957	$ 8,745.82	
2	Lillian Bell	$ 1,500.00	Student Loan Fund
	TOTAL FY 1963	$ 1,500.00	
3	Hazel Cook Spencer	$ 3,000.00	Student Loan Fund
4	Ann Dellinger	5,000.00	Otis Polk Dellinger Fund
	TOTAL FY 1964	$ 8,000.00	
5	Jessie M. Overman	$ 9,504.54	Elbert Overman Scholarship
6	Mary Kern Martin	2,920.79	Scholarship/Home Economics
	TOTAL FY 1965	$ 12,425.33	
7	Margaret Coventry	$ 2,000.00	Scholarship/Home Economics Chemistry
8	Clyde/Fern Phillips	6,000.00	Scholarship/Education
	TOTAL FY 1971	$ 8,000.00	
9	Fred/Pearl Brinkeroff	$ 10,000.00	Scholarship/History
10	Andrew Brooks	35,047.83	Unrestricted
	TOTAL FY 1972	$ 45,047.83	
11	Jay N. Patmor	$ 5,000.00	B. A. Patmor Scholarship
12	Iva Leist Pennington	500.00	Clyde Leist Biology S
	TOTAL FY 1973	$ 5,500.00	
13	Dorothy M. McPherson	$463,419.00	McPherson Nursing Building
14	Albert B. Norwood	2,561.82	General Scholarship
15	Pearl Brinkeroff	4,536.10	Scholarship/History
	TOTAL FY 1974	$470,516.92	

16	Cash M. Russ	$ 5,375.74	Student Loan Fund
17	Ruth R. Luecke	500.00	
	TOTAL FY 1975	$ 5,875.74	
16	Cash M. Russ	$ 978.49	Student Loan Fund
	TOTAL FY 1976	$ 978.49	
18	Maude Potts Wilcox	$ 10,000.00	General Scholarship
	TOTAL FY 1977	$ 10,000.00	
16	Cash M. Russ	$ 5,375.74	Student Loan Fund
19	Alberta M. Bertino	3,123.22	General Scholarship
	TOTAL FY 1978	$ 8,498.96	
20	Bonnie Stuart	$ 5,000.00	John F. Beasley S
21	Jane Carroll	6,814.58	Scholarship/Education
	TOTAL FY 1979	$ 11,814.58	
22	Jack Borders	$204,000.00	Vanhercke General Scholar
23	Alice F. Pelsma	5,000.00	Scholarship/Debate
24	Norman E. Saxer	2,000.00	General Scholarship
	TOTAL FY 1980	$211,000.00	
22	Jack Borders	$ 76,000.00	VanHercke General Scholar
25	Mattie Bogue	2,000.00	Trust/$100 yearly/20 years
	TOTAL FY 1981	$ 78,000.00	
26	E. Louise Gibson	$ 7,000.00	Scholarship/Home Economics
22	Jack Borders	84,474.49	VanHercke General Scholar
27	Belle Provorse	6,000.00	Scholarship/Business
28	Ethel Atkinson	9,263.45	Scholarship/Nursing
	TOTAL FY 1982	$106,737.94	
29	Nellie E. Knight	$ 39,802.24	General Scholarship
30	Geneva R. Conner	5,000.00	General Scholarship
31	Isadore E. DeLappe	30,000.00	Scholarship/Nursing
22	Jack Borders	294.98	VanHercke General Scholar
	TOTAL FY 1983	$ 75,097.22	
32	Mary Molek	$ 42,314.58	Library Endowment
33	Kathryn S. Woody	39,358.44	General Scholarship
	TOTAL FY 1984	$ 81,673.02	

34	Delores D. Bachman	$ 7,790.17	Scholarship/Social Work
35	Elizabeth Cochran	800.00	General Scholarship
	TOTAL FY 1985	$ 8,590.17	
22	Jack Borders	$ 1,555.19	VanHercke General Scholar
36	Gladys Kelce	100,000.00	Kelce Planetarium Fund
37	Florence Toedman	5,000.00	General Scholarship
	TOTAL FY 1986	$106,555.19	
38	Martha Pate	$ 5,000.00	Scholarship/Music
39	Elizabeth McFarland	9,030.78	Student Loan Fund
40	Walter/Virginia McCray	45,000.00	Scholarship/Music
41	Frank Pierson	28,106.23	Scholarship/Mathematics
42	Mary Oberholtzer	117,298.75	Scholarship/Physical Science/Technology
	TOTAL FY 1987	$204,435.76	
42	Mary Oberholtzer	$115,617.53	Scholarship/Physical Science/Technology
43	Christine Dolecheck	222,264.63	Unrestricted
44	Ida Calloway	2,000.00	Raptor Reach
45	Carl Brown	50,000.00	Unrestricted
	TOTAL FY 1988	$389,882.16	
31	Isadore E. DeLappe	$ 9,296.04	Scholarship/Nursing
46	Pauline Phillips	122,546.75	General Scholarship
47	John McCray	15,939.84	Scholarship/Music
48	Lorna D. Howe	5,000.00	General Scholarship
49	Karin Compton	138,221.94	Scholarship/Biology/ Engineering
50	Leon C. Heckert	187,420.70	Research Endowment
51	Stella C. Ramsay	5,000.00	General Scholarship
	TOTAL FY 1989	$483,425.27	
31	Isadore E. DeLappe	18,848.65	Scholarship/Nursing
52	Greta Drake	5,000.00	Unrestricted
53	Mabel A. Varner	1,226.70	General Scholarship
54	Frances B. Baxter	1,600,000.00	Baxter Endowment Fund
55	Evelyn Dorman	7,558.58	General Scholarship
56	Orval H. Close	31,011.38	General Scholarship
	TOTAL FY 1990	$1,663,645.31	

31	Isadore E. DeLappe	$ 19,852.53	Scholarship/Nursing
57	Marguerita Sauer	25,000.00	General Scholarship
56	Orval H. Close	6.13	General Scholarship
54	Frances B. Baxter	54,826.22	Frances Baxter Endowment
58	Agnes Crow	45,000.00	Unrestricted
59	Harold D. Youngman	50,000.00	Youngman Trust Fund
	TOTAL FY 1991	$ 194,684.88	
31	Isadore E. DeLappe	$ 17,265.53	Scholarship/Nursing
54	Frances B. Baxter	21,366.89	Frances Baxter Endowment
58	Agnes Crow	7,500.00	Fisk Pipe Organ
59	Harold D. Youngman	1,000,000.00	Harold D. Youngman Trust
60	C. W. Johnson	85,527.26	C. W. Johnson Scholarship
61	Marguerite Hackney	1,000.00	Scholarship
63	Tracy M. White	2,500.00	John White Scholarship
64	Ferda Hatton	24,000.80	Scholarship
65	Mildred Carpenter	211,154.81	Scholarship
66	Hal Hamilton	45,350.48	Scholarship
67	Ernest Crum	7,489.11	Fisk Pipe Organ
68	Carmen Beasley	405,686.79	Fisk Pipe Organ
	TOTAL FY 1992	$1,829,841.67	
31	Isadore E. DeLappe	$ 12,980.40	Scholarship/Nursing
59	Harold D. Youngman	1,125,000.00	Harold D. Youngman Trust
68	Carmen Beasley	3,913.80	Fisk PipeOrgan
69	Alberta M. Clayton	4,604.26	Scholarship
70	Merrill/Vivian Colean	2,000.00	Scholarship
71	Natalie Crow	11,851.45	Fisk Pipe Organ
72	William Emerson Hoerner	145,342.65	Scholarship/Music
73	Vivian G. Molyneux	5,000.00	Other Restricted
74	Thelma Fowler Renfro	1,000.00	Other Restricted
	TOTAL FY 1993	$1,311,692.56	
	GRAND TOTAL	$7,342,164.82	

PITTSBURG STATE UNIVERSITY FOUNDATION

NUMERICAL BEQUEST RECORD

Number	Name	Amount	Purpose
1	Barney Baker	$ 8,745.82	General Scholarship
2	Lillian Bell	1,500.00	Student Loan Fund
3	Hazel Cook Spencer	3,000.00	Student Loan Fund
4	Ann Dellinger	5,000.00	Otis Polk Dellinger Fund
5	Jessie M. Overman	9,504.54	Elbert Overman Scholarship
6	Mary Kern Martin	2,920.79	Scholarship/Home Economics
7	Margaret Coventry	2,000.00	Scholarship/Home Economics
8	Clyde/Fern Phillips	6,000.00	Scholarship/Education
9	Fred/Pearl Brinkeroff	10,000.00	Scholarship/History
10	Andrew Brooks	35,047.83	Unrestricted
11	Jay N. Patmor	5,000.00	B. A. Patmor Scholarship
12	Iva Leist Pennington	500.00	Clyde Leist Biology S
13	Dorothy M. McPherson	463,419.00	McPherson Nursing Building
14	Albert B. Norwood	2,561.82	General Scholarship
15	Pearl Brinkeroff	4,536.10	Scholarship/History
16	Cash M. Russ	11,729.97	Student Loan Fund
17	Ruth R. Luecke	500.00	
18	Maude Potts Wilcox	10,000.00	General Scholarship
19	Alberta M. Bertino	3,123.22	General Scholarship
20	Bonnie Stuart	5,000.00	John F. BeasleyScholarship
21	Jane Carroll	6,814.58	Scholarship/Education
22	Jack Borders	366,324.66	Vanhercke General Scholar
23	Alice F. Pelsma	5,000.00	Scholarship/Debate
24	Norman E. Saxer	2,000.00	General Scholarship
25	Mattie Bogue	2,000.00	Trust/$100 yearly/20 years
26	E. Louise Gibson	7,000.00	Scholarship/Home Economics
27	Belle Provorse	6,000.00	Scholarship/Business
28	Ethel Atkinson	9,263.45	Scholarship/Nursing
29	Nellie E. Knight	39,802.24	General Scholarship
30	Geneva R. Conner	5,000.00	General Scholarship
31	Isadore E. DeLappe	108,243.15	Scholarship/Nursing
32	Mary Molek	42,314.58	Library Endowment
33	Kathryn S. Woody	39,358.44	General Scholarship
34	Delores D. Bachman	7,790.17	Scholarship/Social Work
35	Elizabeth Cochran	800.00	General Scholarship
36	Gladys Kelce	100,000.00	Kelce Planetarium Fund
37	Florence Toedman	5,000.00	General Scholarship
38	Martha Pate	5,000.00	Scholarship/Music
39	Elizabeth McFarland	9,030.78	Student Loan Fund
40	Walter/Virginia McCray	45,000.00	Scholarship/Music
41	Frank Pierson	28,106.23	Scholarship/Mathematics

Number	Name	Amount	Purpose
42	Mary Oberholtzer	232,916.28	Scholarship/Physical Science/Technology
43	Christine Dolecheck	222,264.63	Unrestricted
44	Ida Calloway	2,000.00	Raptor Reach
45	Carl Brown	50,000.00	Unrestricted
46	Pauline Phillips	122,546.75	General Scholarship
47	John McCray	15,939.84	Scholarship/Music
48	Lorna D. Howe	5,000.00	General Scholarship
49	Karin Compton	138,221.94	Scholarship/Biology/ Engineering
50	Leon C. Heckert	187,420.70	Research Endowment
51	Stella C. Ramsay	5,000.00	General Scholarship
52	Greta Drake	5,000.00	Unrestricted
53	Mabel A. Varner	1,226.70	General Scholarship
54	Frances B. Baxter	1,676,193.11	Baxter Endowment Fund
55	Evelyn Dorman	7,558.58	General Scholarship
56	Orval H. Close	31,017.51	General Scholarship
57	Margareurita Sauer	25,000.00	General Scholarship
58	Agnes Crow	52,500.00	Unrestricted
59	Harold D. Youngman	2,175,000.00	Harold D. Youngman Trust
60	C. W. Johnson	85,527.26	C. W. Johnson Scholarship
61	Marguerite Hackney	1,000.00	Scholarship
62	Kermit Schuman	1,000.00	Scholarship
63	Tracy M. White	2,500.00	John White Scholarship
64	Ferda Hatton	24,000.80	Loan Fund
65	Mildred Carpenter	211,154.81	Scholarship
66	Hal Hamilton	45,350.48	Eva Hamilton Scholarship
67	Ernest Crum	7,489.11	Fisk Pipe Organ
68	Carmen Beasley	409,600.59	Fisk Pipe Organ
69	Alberta M. Clayton	4,604.26	Scholarship
70	Merrill/Vivian Colean	2,000.00	Scholarship
71	Natalie Crow	11,851.45	Fisk Pipe Organ
72	William E. Hoerner	145,342.65	Scholarship/Music
73	Vivian G. Molyneux	5,000.00	Other Restricted
74	Thelma Fowler Renfro	1,000.00	Other Restricted
	TOTAL	$ 7,342,164.82	

PITTSBURG STATE UNIVERSITY FOUNDATION

ALPHABETICAL BEQUEST RECORD

Number	Name	Amount	Purpose
28	Ethel Atkinson	$ 9,263.45	Scholarship/Nursing
34	Delores D. Bachman	7,790.17	Scholarship/Social Work
1	Barney Baker	8,745.82	General Scholarship
54	Frances B. Baxter	1,676,193.11	Baxter Endowment Fund
68	Carmen Beasley	409,600.59	Fisk Pipe Organ
2	Lillian Bell	1,500.00	Student Loan Fund
19	Alberta M. Bertino	3,123.22	General Scholarship
25	Mattie Bogue	2,000.00	Trust/$100 yearly/20 years
22	Jack Borders	366,324.66	Vanhercke General Scholar
9	Fred/Pearl Brinkeroff	10,000.00	Scholarship/History
15	Pearl Brinkeroff	4,536.10	Scholarship/History
10	Andrew Brooks	35,047.83	Unrestricted
45	Carl Brown	50,000.00	Unrestricted
44	Ida Calloway	2,000.00	Raptor Reach
65	Mildred Carpenter	211,154.81	Scholarship
21	Jane Carroll	6,814.58	Scholarship/Education
69	Alberta M. Clayton	4,604.26	Scholarship
56	Orval H. Close	31,017.51	General Scholarship
35	Elizabeth Cochran	800.00	General Scholarship
70	Merrill/Vivian Colean	2,000.00	Scholarship
49	Karin Compton	138,221.94	Scholarship/Biology/ Engineering
30	Geneva R. Conner	5,000.00	General Scholarship
7	Margaret Coventry	2,000.00	Scholarship/Home Economics
58	Agnes Crow	52,500.00	Unrestricted
71	Natalie Crow	11,851.45	Fisk Pipe Organ
67	Ernest Crum	7,489.11	Fisk Pipe Organ
31	Isadore E. DeLappe	108,243.15	Financial Aid/Nursing S
4	Ann Dellinger	5,000.00	Otis Polk Dellinger Fund
43	Christine Dolecheck	222,264.63	Unrestricted
55	Evelyn Dorman	7,558.58	General Scholarship
52	Greta Drake	5,000.00	Unrestricted
26	E. Louise Gibson	7,000.00	Scholarship/Home Economics
61	Marguerite Hackney	1,000.00	Scholarship
66	Hal Hamilton	45,350.48	Eva Hamilton Scholarship
64	Ferda Hatton	24,000.80	Loan Fund
50	Leon C. Heckert	187,420.70	Research Endowment
72	William E. Hoerner	145,342.65	Scholarship/Music
48	Lorna D. Howe	5,000.00	General Scholarship
60	C. W. Johnson	85,527.26	C. W. Johnson Scholarship
36	Gladys Kelce	100,000.00	Kelce Planetarium Fund
29	Nellie E. Knight	39,802.24	General Scholarship
17	Ruth R. Luecke	500.00	

Number	Name	Amount	Purpose
47	John McCray	15,939.84	Scholarship/Music
40	Walter/Virginia McCray	45,000.00	Scholarship/Music
39	Elizabeth McFarland	9,030.78	Student Loan Fund
13	Dorothy M. McPherson	463,419.00	McPherson Nursing Building
6	Mary Kern Martin	2,920.79	Scholarship/Home Economics
32	Mary Molek	42,314.58	Library Endowment
73	Vivian G. Molyneux	5,000.00	Other Restricted
14	Albert B. Norwood	2,561.82	General Scholarship
42	Mary Oberholtzer	232,916.28	Scholarship/Physical Science/Technology
5	Jessie M. Overman	9,504.54	Elbert Overman Scholarship
38	Martha Pate	5,000.00	Scholarship/Music
11	Jay N. Patmor	5,000.00	B. A. Patmor Scholarship
23	Alice F. Pelsma	5,000.00	Debate/ Scholarship
12	Iva Leist Pennington	500.00	Clyde Leist Biology S
8	Clyde/Fern Phillips	6,000.00	Scholarship/Education
46	Pauline Phillips	122,546.75	General Scholarship
41	Frank Pierson	28,106.23	Mathematics/Scholarship
27	Belle Provorse	6,000.00	Business/Scholarship
51	Stella C. Ramsay	5,000.00	General Scholarship
74	Thelma Fowler Renfro	1,000.00	Other Restricted
16	Cash M. Russ	11,729.97	Student Loan Fund
57	Marguerita Sauer	25,000.00	General Scholarship
24	Norman E. Saxer	2,000.00	General Scholarship
62	Kermit Schuman	1,000.00	Scholarship
3	Hazel Cook Spencer	3,000.00	Student Loan Fund
20	Bonnie Stuart	5,000.00	John F. Beasley S
37	Florence Toedman	5,000.00	General Scholarship
53	Mabel A. Varner	1,226.70	General Scholarship
63	Tracy M. White	2,500.00	John White Scholarship
18	Maude Potts Wilcox	10,000.00	General Scholarship
33	Kathryn S. Woody	39,358.44	General Scholarship
59	Harold D. Youngman	2,175,000.00	Harold D. Youngman Trust
	TOTAL	$7,342,164.82	

APPENDIX 10

PITTSBURG STATE UNIVERSITY

ENDOWED SCHOLARSHIP ACCOUNTS

	Name	Agreement Date	Initial Amount	Area
1120304	Accounting Contingency	/78	7,500(84)	Accounting
5350302	Fumie Akiyama	/61	1,000	
6250112	Wayne Premo Allai	10/25/90	10,000	Athletics
6251310	Dr. Wes/Brenda Allai	01/29/93	10,000	Athletics
1113013	Howard K. Allison II	12/19/78	3,050	Music
7000320	Alumni Building		62,000(82)	
6250139	Anonymous	05/08/91	5,000	Athletics
6251218	Athletics			
1210319	Axe Library	04/27/89	1,470(90)	Library
1113904	Joseph K. Bachman	01/23/85	7,790	Social work
1113030	C. R./Ann A. Baird	12/19/88	15,000	Music
5350317	Barney K. Baker	12/13/55	10,000	KS H.S. Male
6251275	George/Linda Barberich	03/21/90	1,700	Athletics
6251311	Jim/Donita Barone	02/03/93	3,000	Athletics
5350317	Ray F. Barrow	08/08/80	25,000	USD 247 Grad
5350389	Adolph Bartelli	01/12/93	4,970	
6256623	Ray/Carolyn Barto	11/17/88	1,700	Girls BB
6250132	Bateman	04/16/90	3,641	Track
7000607	Ralph M. Bateman	05/18/92	1,267(92)	General
7000357	R. Shaun Bateman	05/18/92	4,425	General
5350346	E. V./Frances B. Baxter	08/23/77	5,000	Art/Music
7000352	Frances Baxter	03/02/90	100,600(90)	Endowment
7000354	Thomas E./Linda Beal	12/11/90	10,000	Broadcasting
6250193	Carl Beard	05/07/90	1,479	Athletics
7000363	Carmen L. Beasley	06/11/92	405,687	Pipe Organ
4600117	John H. Beasley	11/07/78	5,000	General
1111510	Hans Beerman	08/02/89	2,630	Mod Languages
1130124	Maurine Bena	11/27/89	5,000	Elementary Ed
1110653	Sherril Kite Bentley	04/05/93	7,500	Bio/Envi Sci
1113318	Joseph Anderson Berkey	09/23/87	6,591	Nursing
5350304	Alberta M. Bertino Bernice Bertino Baird	04/27/78	3,123	Crawford County
1130130	Earl R. Bevan	12/03/91	5,000	Education
6251224	Emery Bezinque	04/30/75	502	Athletics
1120118	O. Gene Bicknell	12/02/88	512,500	
1120125	Bicknell Income Inv.			
6251289	Jim & Nancy Bishop	08/19/91	2,500	Football
5350349	Joseph B. Bourg	10/17/83	2,280(84)	Health Related
1141502	Ray A. Boyer	03/18/81	2,500	Printing
1140611	Robert E. Bradley	04/16/92	2,000	Metals
6251232	George/Jessie Brenner	06/04/82	2,000	Athletics
1111802	Pearl Brinkerhoff	/73	10,000	History
7000608	Bronze Gus Statue	01/15/92	3,400(92)	
1113327	Carolyn J. Brooker	02/03/93		Nursing

1140643	George Brooker	01/13/93		Auto Tech
4600101	Andrew M. Brooks	09/10/71	35,048	General
5350352	Elaine Bryant	04/15/85	5,006	PHS Senior
4600106	Lemoine/Helen Carlyon	08/31/76	455	General
1130104	Jane M. Carroll	06/30/83	1,000(83)	AlphaSigmaAlpha
1130107	Jane Carroll			Elementary Ed
6251296	Joseph G. Castelli	05/09/92	2,000	Football
4600107	S. R. & Esme Cellars	09/13/72	40,000	General
1110634	Donna Cherry	08/30/89	2,000	Pre Medical
6251300	Elmer/Virginia Christy	04/24/92	10,000	Football
6250130	Gary/Margaret Cinotto	03/19/90	1,700	Athletics
1141221	C. Todd Clark	10/10/83	2,000	Plastics
1120135	John C. Clark	06/21/89	10,000	Business
4450308	Classified Tuition	11/12/92		Assis Program
5350343	Jerry Clifford	01/28/83	2,100	SigmaPhiEpsilon
1113036	Orval H. Close	07/03/91	31,011	Music
4600125	Elizabeth Cochran	01/19/79	500	History
6251261	Homer G./Evelyn M. Cole	08/09/90	5,000	Basketball
1141244	Harold W. Compton	12/14/88	69,000	Engineer Tech
1110624	Karin Compton	12/14/88	69,000	Biology
1150104	Continuing Studies		800(85)	
6251302	Lee and Ann Crawley	08/24/92	5,000	Men BB
6251298	Jack & Janet Cremer	04/25/92	5,000	Football
1120117	William L. Crow	03/06/86	560	Business
1121206	Rex W. Crowley	08/13/91	5,000	Banking/Finance
4600140	Harry B. Cuendet	10/20/88	3,060(89)	Bus/Football
5350377	Curfman Memorial	09/10/56	900	Math/His/LA Te
5350381	Curfman Income Inv.			
1141504	Lawrence G. Cutler	02/01/78	967	Printing
6251219	Dale's Sports	05/10/78	5,000	Ath/Johnson Co
5350369	Edith & Harry Darby	11/18/88	13,171	General
1118213	Georganne S. Daugherty	12/12/83	4,275	Speech/Theatre
1140620	DLPA		2,250(87)	
5350341	S.D./Isadore E. DeLappe	01/25/83	25,000	General
5350342	S.D./Isadore E. DeLappe	01/25/83	5,000	Nursing
1110603	Oris Polk Dellinger	08/29/58	1,800	Biology
5350367	Norvelle R. Deruy	10/25/88	20,000	General
5240127	William L. Dillon	07/10/89	5,000	Athletics
1113035	Evelyn M. Dorman	05/01/90	7,559	Music
6251274	Roger E./Agnes Doue	02/15/90	1,700	Football
6251272	Barry Draper	03/21/90	1,700	Football
1140632	EDS	06/30/91	3,000	Tech Studies
6110110	Gordon/Beverly Elliott	01/05/89	10,000	Elm Acres
1111212	Victor J. Emmett, Jr.	06/25/92	10,000	English
1210322	Victor J. Emmett, Jr.	10/09/90	1,100	Lib/Spec Col
6251276	James L. Farley	07/06/90	1,412(91)	Football
1113914	Curtis R./Karen S. Finch	07/15/92	2,000	Social Science
1112418	Dorothy Anne Fisher	07/08/92	3,000	Mathematics
1141245	Foundry Division	01/23/89	3,000	Manufacturing
6251284	Bill/Wadean Fowler	02/25/91	3,000	Football

6251266	David Fowler	04/28/89	2,500	Football
6251286	Joe/Suzie Fowler	03/22/91	1,800	Football
4600138	Lawrence A./Juanita Fox	02/01/89	2,000	General
1110913	Paul B./Elma Jean Friley		(10,000)	Sci/Engi/Math
1140609	James T/Adriane Gallop	03/21/83	2,000	Ind Arts Ed
1113325	Gamma Upsilon	11/21/91	1,400	Nursing
1141205	Eugene V. Gardner	12/07/81	1,000	Auto Tech
4600132	Al Gariglietti	04/06/90	735	Police
	General Scholarships	03/25/88	5,215	
1112108	E. Louise Gibson	03/26/63	2,500	Home Economics
1112108	E. Louise Gibson	07/21/81	7,000	Home Economics
7000350	Peter/Virginia Giddings	07/03/90	10,000	Athletics
1113002	Geraldine P. Gordon	06/04/78	50,000	Music
1120112	Chester C. Goss-CIT	12/13/80	10,000	Business
7000359	Mary A. McNally Gould	11/20/91	100,000	Tech/Nursing
1112407	Robert E. Green	07/20/83	4,720	Mathematics
6251587	Lebro (Lee) Grisolano	09/06/91	5,000	Football
1113903	O. F. Grubbs	07/28/69	679	Social Science
1111203	Charles E. Guardia	07/12/76	2,255	English
6250114	Prentice/Gretta Gudgen	08/25/87	700	Athletics
1112702	Maj. Sidney C. Guthrie	05/06/85	2,150	Military Sci
6250137	Dr./Mrs. R. V. Haderlein	07/03/90	5,000	Athletics
1118212	Jerry Haggard	07/12/82	2,654	Debate
6250119	William/Avys Hagman	02/08/88	5,000	Athletics
6251290	Ken/Linda Hagman	/92	5,000	Athletics
6110112	Half-Century Alumni	06/15/88	1,500	Faculty Dev
5350379	Eva M. Tudder Hamilton	01/18/91	5,000	General
1140607	Otto A. Hankammer	/68	1,067	Epsilon Pi Tau
	Horace Hays	Annuity	10,000	
1111205	Thelma Beasley Hays	04/04/85	5,155	English
1110917	Heckert Research	03/24/82	178,272(90)	Chemistry
1113906	Keith D. Hite	07/13/89	2,691(90)	Pre Law
1113037	Charlotte Young Hoerner	08/31/92	126,000	Mus/Organ/Piano
5350372	Lorna D. Howe	05/02/90	5,000	Social Work
5350380	Perva Hughes	05/21/92	1,494	AlphaSigmaAlpha
1113003	Will Humble	11/27/78	1,317	Music
1141602	Industrial Arts			
1141230	Instru. Soc. Am. KC	03/28/85	4,295	Electronics Eng
1141235	Instru. Soc. Am. Wichita	06/02/86	2,500	Electronics
1111807	Virgil Edward Jeans	12/23/88	2,500	History
6251301	Bob Johnson	08/28/92	680(92)	Basketball
5350386	C. W./Catherine Johnson	07/26/91	85,527	General
1150109	Ks. Regents/McDonalds	09/12/89	15,000	Honors Student
4600135	Gladys A. Kelce	04/13/84		Business
4600109	Kelce Planetarium	12/19/85	100,000	
1110620	Leland Keller	02/ /88	10,650(88)	Pre Med/Dental
1110107	Virginia Rhine Kelting	07/25/77	1,000	Arts & Science
5350338	Richard Dryden Knight	08/18/82	39,802(83)	General
1112414	Kriegsman Math. Lec. Fd	12/19/89	2,500	Mathematics

1113029	Laing	07/06/90	2,000	Music
6251226	John Lance	12/08/81	6,690	Basketball
1120113	Duane/Edith L. Lawellin	09/03/81	15,000	Business
1110605	Claude Leist	03/16/59	1,408	Biology
1120610	Robert Lipsey Mem.	01/07/88	500	General
1120316	M. J. "Bill" Little	12/04/78	2,300(80)	Accounting
1120130	Ruby Oldham Loewen	07/08/88	10,000	Business
1150106	Clifford Long	05/01/85	1,530	Adult/Non-Trad
5350359	David/Ada I. Loveridge	11/01/85	5,000	NE H.S./ArmaKS
3310135	Annabelle Loy	05/05/87	225(87)	
6251260	Mike/Shirley Loy	09/08/88	1,700	Athletics
1130108	Mildred Lusebrink-Philip	06/02/82	1,093(83)	Education
7000347	McCollister	Annuity	127,000	
1141127	Theodore Dugan McCormick	11/22/91	291(92)	Welding
1113015	Katherine/Walter McCray	04/29/83	2,200	Music
5350344	Marjorie H. McFarland	08/23/83	5,000	Eng/Home Ec
5350345	Marjorie H. McFarland	08/23/83	5,000	AlphaSigmaAlpha
1120611	John G. McNay	06/19/90		Business Adm
4600110	McPherson	11/14/73	464,610	Building/Senior
5350340	George K. Mackie Jr.	01/11/83	10,000	General
1140113	John Mackie (Anon)	03/01/85	75,000	Technology
1113315				Nursing
5350320	Ernest/Maurine Mahan	11/21/57	3,400	General
1141517	Mahon	07/18/92	5,000	Printing
1113016	E. Mannoni	11/16/78	506	Music/Tuba
1111504	Josephine/Paul Marshall	12/15/86	5,000	Foreign Lang
1112105	Mary Kern Martin	06/17/65	2,920	Home Economics
1120607	Mr./Mrs. J. U. Massey	/58	1,000	Business
6250118	Brad & Gail Mattivi	12/22/87	1,700	Athletics
1140608	James V. Melton	/78	1,210	Graduate/Tech
4600119	Memorial Gifts			Gen Contrib
1112406	Robert M. Mendenhall	11/23/59	250	Mathematics
1111207	Faye H. Meriwether	07/21/86	1,000	Columbus HS
1130906	Helen Messenger	01/30/91	2,200	HPER
1118227	Michael D. Miller	10/31/91	5,000	Communication
1130115	Virginia F. Miller	03/25/86	500	Elementary Ed
1210312	Mary Molek Library	10/13/83	42,315	Lib Spec Coll
1110619	Monahan/Biology	01/12/88	1,000	
5350307	Monsour			
6250136	Peter/Maralyne Monsour	07/06/90	1,500	Athletics
1141241	Walter Moon	11/10/87	2,000	EngineeringTech
1118208	D. D. Moore Memorial	/67	371	
5350321	George/Margaret Moore	05/27/58	5,000	Colgan HS
1141250	Wilfred J. Morin	11/16/83	2,000	Mechanic Design
1113311	F. G./Belva B. Morris	03/02/82	12,000	Nursing
1112415	Maurice L. Mosier	04/16/91	2,495	Mathematics
1113302	Mt. Carmel Alumni	05/13/91	1,200	Nursing
6251244	Joe Murphy	12/02/86	2,000	Football
1118220	Sibyl E. Gray Neal	12/09/88	5,000	Speech
1120905	L. Thomas Needham	03/21/90	2,000	Computer Sci
1120308	James T./Alice M. Noel	11/26/84	2,500	Accounting
5350365	Marcel F. Normand	01/29/88	2,000	Colgan H S

6250113	Roy A./Zella C. Norris	07/16/87	1,100	Athletics
1113315	Nursing	03/29/90	37,500	Nursing
1113313	Nursing Degree Program	/82	9,850	
5350364	Paul/Mary Oberholtzer	03/07/77	250,000	PhySci/Vo Tech
1113028	Organ Fund	06/30/91	58,108	
5350348	John M. O'Rourke	08/23/83	4,007	Sigma Chi
1110617	Overby/Callaway	11/17/87	2,000	Raptor Reach
5350357	Jack H. Overman	07/29/85	10,000	Stud Ctr Ldrs
1120322	Guy W. Owings	10/14/87	3,970	Accounting
1112704	Rudy Parris	09/15/89	3,000	Military Sci
1113017	William G. Parrott	12/26/62	36,220	Music
1113020	Martha Wimp Pate	04/22/81	12,000	Music
5350322	B. A. Patmor	11/13/72	5,000	General
1111211	Rebecca Patterson	09/05/89	10,000	English
7000328	Paulsen	Annuity		
1118210	John R./Alice F. Pelsma	10/23/77	5,000	Debate
1140610	Forest Penny	04/16/91	2,000	IndArts/Teac Ed
1118223	Hazel McGee Peterson	09/24/89	1,317	WomenJournalist
1130306	Clyde U. Phillips	04/21/70	6,000	Education
5350373	Pauline Phillips	06/29/89	122,546	General
1118225	Elaine Pickler	05/22/91	10,000	Frontenac
1112412	John/Cecile/Frank Pierson	04/21/87	28,106	Mathematics
1113021	Dorothy Ann Hicks Poole	04/25/82	2,000	Music
1130613	Susan Weeks Porter	02/05/88	2,076	Psychology
1113312	Catherine Pound	08/17/79	1,260	Nursing
1118201	PSU Broadcasting			
1141501	Printing-Alumni	07/11/84	15,000	
1141506	Printing Memorial	02/15/90		
1141508	Printing Gravure	01/21/86	1,000	
1141510	Printing-Computer	03/10/87	2,975	
1141514	Special Projects	08/01/89	75	Printing
5350309	Alvin/Mary C. Proctor	09/23/87	8,755	Social Science
1120612	Production Management	03/04/88	550	
1120609	Emma Belle Provorse	12/07/82	6,000	Business
5350382	Mark Rabuse	06/28/91	180	Track/Math
1120613	Robert Condon Ramsay	09/08/87	5,000	Business Adm
1141217	Maurice V. Reagan	11/ /80	2,579	Plastics
1210315	Glynn/Meredith Reavis	02/04/86	2,500	Library
1140106	Garland Richardson	11/02/81	2,000	
6251388	Bill M./Edna M. Rink	06/19/91	2,000	Football
1113319	Lucile/Mary Roberts	12/17/87	2,750	Nursing
6250117	Yvonne/Jack Robertson	12/04/87	5,000	Athletics
5350383	Lowell/Rosalia Ross	08/27/91	24,000	Printing/Engl
1120312	August Rua Ins. Agency	01/19/81	2,500	Accounting
6250123	August/Helen L. Rua	03/21/90	10,000	Athletics
6251233	Mr./Mrs. David Rua	12/24/90	4,968	Athletics
1130610	H. P. Rumford	03/24/86	2,185	Psychology
6250142	Bill Russell	02/06/91	350	Baseball
4600137	Charles Russell	02/19/88	10,300	Elec/Plas/Bio
1120317	Harold Russell	12/06/82	5,000(83)	Accounting
6251303	Ray/Zoe Ann Ryan	09/14/92	3,400	Football

1216001	Satellite Receiving	11/23/83	4,000	
5350376	Joe E./Margarita Sauer	09/14/90	25,000	General
5350310	John/Virginia Schafges	09/05/67	500	Crest H S
6251242	Ernie Schmidt	12/05/86	2,300	Athletics
1113032	Robert Schott	03/27/89	800	Music
1113025	Priscilla Schrag	06/10/86	1,000	Music
1111210	George/Mary Schuiltz	04/17/89	10,000	English
5350384	Lucy Ann Sheldon	10/16/91	2,655	Math/Engi/TSig
1130210	Jessie Moon W. Shrake	07/02/91	2,000	Education
4600111	Byron Shutz	12/29/75	13,000	
1130608	Howard L. Siple	04/10/84	10,000	Psy/Counseling
1130118	Rita O. Sisson	12/28/88	20,000	Teacher Ed
5350360	Jess/Joe Skubitz	12/16/85	5,025	Eng/Lib/PubSpk
6251227	Carnie/Cora Smith	05/22/80	44,290	Football
1230102	Ron/Hortense Smith	12/28/71	1,000	Math/Graceland
1113902	Social Science	09/13/83	1,500	Social Science
1113912	Social Science Faculty	09/25/91	1,500	Social Science
5350388	Roy O./Gladys Soellner	08/01/75	10,000	General
1140114	Charles Ray Sours	05/10/85	5,384	Technology
1110307	Bertha K. Spencer	05/19/60	2,500	Art/Kappa Pi
4600118	Harold Spencer	10/15/63	10,045	General
4600102	Kenneth A. Spencer	12/12/60	10,000	General
6250125	Fred Spigarelli	09/27/88	2,500	Athletics
5350325	George N. Spiva	07/19/51	1,132	General
1140629	Kate/Cliff Strandberg	07/ /88	5,000	Ind Arts/Tech
6250131	Gorilla Pride	03/22/90	5,000	Athletics
7000341	Robertson Strawn	12/20/89	3,199	Broadcasting
1120615	S.I.F.E.	05/22/92	5,000	Business Adm
6250129	C./P. Sturdevant	08/18/89	5,000	Football
6251228	Sunflower	08/06/51	10,000	Athletics
1130611	Isadora Sweeney	05/07/57	500	Pitt HS/Ed
6251236	Laurence/Rozella Swisher	12/07/84	10,000	Athletics
1141223	Carl J. Tabor	07/17/84	2,500	Plastics
1113314	Veta Taeschner	11/08/83	5,000	Nursing
1130611	Lenore S. Taylor	06/12/90	2,100	Psychology
1140113	Anonymous	03/01/85	75,000	Tech/Nursing
6250115	Terlip	11/18/87	1,666	Athletics
1113320	Roberta Thiry	01/07/87	410	Nursing
1120127	Helen L./Ralf J. Thomas	12/03/79	1,000	Business
1120129	Kenneth H. Thompson	07/28/78	3,340	Business
1120605	Martha/Max Thompson	10/02/78	500	Business Adm
1113034	Margaret Thuenemann	04/03/91	1,325	Music
1130616	Ronda Tidd Memorial	06/13/90	2,000	Family Therapy
5350354	Bess Spiva Timmons	02/20/85	247,972	General
4600112	Timmons Chapel	/68	9,600	Maintenance
4600120	Timmons Maint. Inv.			
5350362	Bess S. Timmons SCIN			
1130126	James H. Timmons	04/23/90	160(90)	Education
5350371	John F. Tipton III	01/23/89	8,000	Parsons HS
1130308	Mabel C. Toedman	05/21/86	5,000	Elementary Ed
1130125	Cecil/Ivah Eaton Tower	02/08/90	20,000	Elem Ed/Women
6251256	Mr./Mrs. J. B. Towner	11/16/87	5,000	Athletics
4600114	L. L. "Bob" Tracy	09/ /81	3,424(92)	

1130903	Evelyn Triplett	07/10/87	437	HPER
5350385	Tsang-Hsun Andy Tsai Ching-Hui Hannie Huang	10/01/92	1,123	Taiwan student Communication
6250116	David C. Utermoehlen	10/29/87	1,700	Golf
4600104	VanHerke-Borders	08/16/79	10,000	General
1130129	L. L./Mabel Varner	12/04/90	1,227	Education
1141513	Vequist Printing	07/17/91	2,225	Printing
1140992	Ben S. Vineyard	10/15/92	2,000	Tech/Education
6250122	Mack/Vera Vinze	06/22/88	5,000	Athletics
1113018	P. M. Waddill	11/28/79	9,000	Mus/Instrument
1113305	Cecilia G. Waggoner	/79	3,799(92)	Nursing
4600103	Jennie C. Walker	11/21/68	810	General
1110912	Joe Walker	09/12/90	4,000	Chemistry
1140601	Charles/Florence Wasser	09/11/80	2,000	Technology
5350329	W. J./Lotta L. Watson	09/08/59	5,000	General
1120608	Wear-Ever Aluminum	03/08/66	1,000	Business Adm
5350330	Donald/Helen Webber	09/08/78	1,000	Pitt HS/Female
6251221	Garfield W. Weede	08/06/81	837	Track
5350331	Josephine S. Weith	09/19/69	2,000	General
1130606	George Wells	08/20/81	710	Psychology
1110113	Richard C. Welty	08/06/90	1,100	Arts/Sciences
1120324	Jay C. Westervelt	09/01/88	2,500	Accounting
4600124	Charles/Madaline White	12/22/81	4,000	Tech/Education
1141405	John White		2,500(92)	Printing
1111206	Thomas/Audrey White	05/07/86	10,000	English
5350332	Wilcox Endowment	10/12/64	10,000	General
5350313	Cecil/Eva C. Wilkinson	12/23/70	20,000	Cherokee Co
6251216	Cecil/Eva C. Wilkinson	12/26/72	10,000	Basketball
5350370	Jack/Alice Wilkinson	12/19/88	2,000	Cherokee Co
5450368	William/Helen Wilkinson	11/17/88	20,000	Crawford/ChrkCo
1113909	Elmer W. Williams	01/24/91	1,500	Political Sci
1130312	Velda M. Williams	10/07/85	5,000	Teacher Ed
1113019	Ernie Williamson	04/03/81	3,000	Music
6110299	Nathaniel C. Wilson	01/25/93	2,000	Communication
6251235	Joe Winchester	05/17/84	325	Track
1113306	Patricia Wiseman	07/ /77	1,281	Nursing
1140136	Wood Technology		9,500(87)	Endowment
5350351	Kathryn S. Woody	07/25/84	39,150	General
1110310	Laurence A. Wooster	01/19/90	2,000	Art
5110104	David Wright	04/22/76	5,370	General
5350378	Harold/Estella Youngman	02/01/91	50,000	Cherokee Co
6110117	Harold/Estella Youngman	/91	1,000,000	Business

APPENDIX 11

PITTSBURG STATE UNIVERSITY

DEPARTMENT OF INTERCOLLEGIATE ATHLETICS

ATHLETICS ENDOWMENT FUND - FY 1993

	1992 July 1	FY 1993 Additions	1993 June 30
*Wayne Allai	$ 11,084		11,084
*Wes/Brenda Allai		10,000	10,000
Athletic Memorial	528		528
*Ray/Carolyn Barto	5,000		5,000
*George/Linda Barberich	3,200		3,200
*J. L./Donita Barone		2,800	2,800
*Bateman Scholarship	4,750		4,750
Carl Beard	2,055	25	2,080
*Jim/Nancy Bishop	2,300	1,250	3,550
Emory Bezinque	826		826
George Brenner	2,000		2,000
*Tom/Koeta Bryant		1,500	1,500
Joseph Castelli	2,014	55	2,069
*Virginia Christy	9,900		9,900
*Gary Cinotto	4,800	1,438	6,338
*Homer/Evelyn Cole	5,000		5,000
*Gene/Vonnie Corsini	1,500		1,500
*Lee/Ann Crawley		4,800	4,800
*Jack/Janet Cremer	4,900		4,900
Dale's Sport	17,364		17,364
*William L. Dillon	4,800		4,800
*Roger/Agnes Doue	$ 3,200	1,600	4,800
*Barry/Joyce Draper	4,950	1,200	6,150
James L. Farley	2,102	725	2,827
*Bill/Wadean Fowler	2,900	500	3,400
*David/Bette Fowler	5,000		5,000
*Joe/Susie Fowler	1,800		1,800
General Scholarships	5,215		5,215
*Peter Giddings	10,000		10,000
*Lebro/Jeanne Grisolano	4,900		4,900
*Prentice/Gretta Gudgen	1,500	4,841	6,341
*Robert/Patty Haderlein	4,800	4,800	9,600
*Kenneth/Linda Hagman	300	5,000	5,300
*William/Avys Hagman	5,000		5,000
Flo Holman		110	110
*A. D. Irvin		800	800
Bob Johnson	680		680
John Lance	32,399	900	33,299
*Mike/Shirley Loy	5,050		5,050
*Brad/Gail Mattivi	5,000		5,000
*A. J./Shirley Menghini, Jr	2,300	2,300	

	1992 July 1	FY 1993 Additions	1993 June 30
*Pete/Maralyne Monsour	3,000	1,800	4,800
Joe Murphy	14,688		14,688
Roy/Zella Norris	2,500		2,500
*Bill/Edna Rink	1,800	1,500	3,300
*Jack/Yvonne Robertson	5,000		5,000
*August/Helen Rua	10,100		10,100
*David/Nena Rua	4,968		4,968
Bill Russell	350		350
*Ray/Zoe Ann Ryan		3,400	3,400
Ernie Schmidt	4,200	325	4,525
Carnie/Cora Smith	83,670		83,670
*Fred Spigarelli	7,500	2,500	10,000
*Emily Lu Stocker	10,500	1,000	11,500
*Charles/Pat Sturdevant	5,000		5,000
Sunflower Scholarship	27,388		27,388
Laurence/Rozella Swisher	11,128		11,128
*Robert/Patricia Terlip	5,000		5,000
*J. B./Dolores Towner	5,100	100	5,200
*David/Jane Utermoehlen	5,000		5,000
*Mack/Vera McNamee Vinze	5,000		5,000
Garfield Weede	11,570		11,570
Cecil/Eva Wilkinson	17,696		17,696
Joe Winchester	612		612
Unnamed Scholarship	5,000		5,000
Totals	$422,087	$56,794	$478,880

*Denotes those participating in the Endowment For Excellence in Athletics program.

APPENDIX 12

PITTSBURG STATE UNIVERSITY
PITTSBURG, KANSAS

CENTENNIAL 2003 VISION

Four underlying principles serve as the basis for all planning and decisions at Pittsburg State University.

First, the University functions as a compassionate institution. People centered, the University cares about the "human condition" of all institutional constituents and provides a nurturing environment which fosters growth and dedication. The University endeavors to serve all constituents well.

Second, the University is committed to the academic triad of teaching, research and service.

Third, the University is recognized as a regional comprehensive institution of higher learning with a strong tradition of and commitment to excellence. This excellence is reflected in the national and international recognition of its programs, high quality students, faculty and staff, as well as learning resources. The University also maintains an efficient and pleasing physical campus environment.

Fourth, the University is committed to diversity, as evidenced by the admission of students regardless of age or handicap, as well as its constant attention to the achievement of ethnic, racial, and gender balance. The University also recognizes the importance of international diversity and cross cultural understanding in a world society. Because of the desire to foster equal opportunity for all, efforts to maintain human relations in the University community become a high priority.

These four principles guide all University activities from recruiting students to planning for the future.

Using the University's Mission Statement as the framework and the above four principles as guides, Pittsburg State University has the ultimate goal of enhancing student development and improving the teaching and learning environment. This goal will ensure the University's ability to respond to the needs of the state, region, nation and world. By addressing its strengths and concerns and building upon its uniqueness, the University will achieve several related objectives.

College of Arts and Sciences. Pittsburg State University will continue to strengthen the College of Arts and Sciences

because of its fundamental importance to all academic programs. The commitment to liberal learning in the arts and sciences requires an ongoing effort to provide resources necessary to keep the various disciplines among the strongest compared with those of peer institutions. Professional accreditation of programs, where feasible, remains a primary concern.

Gladys A. Kelce School of Business. The enhancement of the Kelce School of Business, as well as the integration of efforts between the School of Business and the School of Technology and Applied Science, rank high among University goals. The attainment of American Assembly of Collegiate Schools of Business (AACSB) accreditation for the Kelce School of Business will bring recognition to Pittsburg State University as preeminent in the education of business leaders. AACSB accreditation can also further the School of Technology and Applied Science programs in technology management and production management. An additional objective for the School of Business focuses on faculty, staff, and students interacting with the private sector through such programs as Students in Free Enterprise.

School of Education. The School of Education, which has made a major contribution to the elementary and secondary schools of Kansas and the nation, and remains a major University priority. Retaining National Council for Accreditation of Teacher Education (NCATE) accreditation and graduating qualified students from the various programs will enable the School of Education to continue to make a significant impact on society. By preparing the best certified teachers, school administrators, school counselors and school psychologists, Pittsburg State University can improve not only the educational systems in Southeast Kansas, but also throughout the state and nation.

School of Technology and Applied Science. The development of a premier School of Technology and Applied Science is a critical objective as well as the integration of effort of the School of Technology, the School of Business, the science programs in the College of Arts and Sciences, and the Business and Technology Institute. The Kansas Technology Center will provide state-of-the-art facilities and equipment for new and enhanced applied technology programs to prepare students for careers in the 21st century. Along with the East Campus expansion, the School must address curricula needs in technology to keep the academic programs among the best in the nation. Accreditation of technology programs by the Accreditation Board of Engineering Technology and the National Association of Industrial Technology receives the highest priority.

General Education. The current general education curriculum at Pittsburg State University focuses on the

division rather than the unity of knowledge, leaving the students to discover for themselves the integration of the disciplines. This model of general education lacks a common body of knowledge, an underlying philosophy, and measurable educational goals. The present general education courses do not adequately prepare students to live and work in the 21st century. The University must address competencies in multi-cultural diversity, globalization, foreign languages, critical thinking skills, and technological literacy, as well as the traditional arts and sciences, in order to integrate them into a more coherent general education curriculum. Also, general education must structure an inter-disciplinary approach which transcends the departmentalization of knowledge and helps students understand the interrelatedness of knowledge.

Graduate Studies. While the University delivers top quality baccalaureate education to students with a range of academic abilities, it also maintains selected graduate programs to enable students of high ability to pursue their studies beyond the undergraduate level. Several new graduate programs will broaden the opportunities for advanced study. The University will also address the issue of the reorganization of the Office of Graduate Studies and Research to increase credibility, visibility, consolidation and efficiency, as well as plan for doctoral programs in the 21st century.

Telecommunications and Distance Learning. The rapid development of new technologies and the integration of technology in teaching and learning has redefined the educational process. Technology has become a driving force in educational reform. Students no longer need to travel to a campus in order to attend classes, and faculty can integrate different technologies into their courses. To this end, Pittsburg State University must expand its role in telecommunications and maintain its role as the hub of postsecondary education in Southeast Kansas, as well as on a broader scale with selected programs. The University also cooperates with other educational institutions in the region to offer continuing education courses, as well as degree programs, at off campus sites. The University will establish a network which integrates voice, data, and video through fiber optics connectivity with sites around the state, the nation, and the world. This connectivity will enhance teaching, research, and service through interactive video conferences and learning programs.

Economic Development and Technology Transfer. With the development of the Kansas Technology Center, the Business and Technology Institute, and the attainment of AACSB accreditation, Pittsburg State University will be able to provide even greater leadership in economic development and technology transfer to the region and state.

Cultural Center for the Region. Pittsburg State University is the cultural center for Southeast Kansas. Although there has always been a commitment to the fine and performing arts, Pittsburg State University has never had the proper facilities or resource base to support the program adequately. The establishment of a fine and performing arts facility for drama, dance, and musical performances will further enhance the University as the cultural center for Southeast Kansas, add quality to the fine and performing arts degree programs on campus, and strengthen the general education component of the undergraduate experience. In addition to the Fine and Performing Arts Center, the University plans to provide an art gallery for its permanent collection in Porter Hall as well as traveling exhibits. In addition, other museums, such as a science education museum, will expand cultural opportunities for the region. The University will continue to make a regional cultural impact through its public radio station. Selectively, it will provide unique opportunities in the fine arts such as the Fisk pipe organ for music performances in a renovated McCray Hall.

Quality of the Learning Experience. Improving the quality of the learning experience and retaining students until graduation are always critical and will continue to require attention. Financial restrictions, however, have limited a wide array of services and retention programs. Student support services make an important contribution to the learning process, as well as retention. Over the past few years, significant short-term investment in such areas as the library, computer laboratories, teaching and research equipment, and student retention programs has made needed improvements. However, such funding does not adequately address the issues. In order to rectify this limitation, the University will pursue adequate funding on a continual basis for those programs and services which directly improve the educational experience and increase student retention.

Programs of particular importance include:

The development of a long-range plan and funding for the physical expansion of the Axe Library, as well as for the development of the Library's holdings.

The expansion of campus computer laboratories which provide state-of-the-art computing resources for students and faculty.

The provision for state-of-the-art, well-maintained equipment, and first-rate laboratories.

The continuing development of the Honors College for students of exceptional academic ability.

The development of intervention programs and services to ensure that all students realize their educational goals, as well as the identification of the reasons for student attrition.

The continued improvement of residence life on campus to provide students with exceptional facilities and experiences.

The continued effort to serve a diverse student population that includes families with special needs and single parents who particularly can benefit from child care services. Attention to the needs of handicapped and learning disabled students will remain a University concern.

Student Diversity. Increasing student diversity continues as a University goal. While minority enrollment has grown, it has not reached a satisfactory level. Minority retention and graduation rates also need improvement. Therefore, the University will focus on these areas until it graduates a significantly larger number of minority students that include African Americans, Hispanic Americans, and Native Americans. Presently, the University enrolls over seven percent minority students with plans to increase that enrollment to 10 percent of total enrollment. The University will also continue to recruit international students and establish student international exchange programs. Pittsburg State students studying abroad and international students on campus will enhance general education goals and ensure long-term global visibility for the University. Pittsburg State University has a current enrollment of nine percent of international students. Plans to increase international student enrollment to 10 percent will meet the goal of 20 percent of the total enrollment from minority and international students. Integrating minority and international students fully into the life of the University continues to be a major priority.

International and Multicultural Curricula Perspectives. The University will continue to plan curricula from international and multicultural perspectives. While Pittsburg State University has significantly increased its international student enrollment, very few American students have availed themselves of opportunities to study abroad. In order to enhance the internationalization of the campus, Pittsburg State University will establish programs to encourage students to visit and study in other countries. Only through such direct exposure can real multi-cultural appreciation and understanding occur. On campus, efforts will continue to integrate international students into campus activities.

Teaching and Learning. The primary mission of Pittsburg State University is teaching. A keystone of this commitment to learning is a class size which allows more student/teacher interaction in and out of the classroom. Faced with the possibility of further increases in enrollment, as well as the goal of campus expansion, the University must plan for managed growth. As an outstanding undergraduate university, Pittsburg State University cannot create unrealistic class sizes that do not promote activity and interaction between faculty and students. Currently, teachers are asked to deal with an unrealistic number of students which does not allow for a positive process or the achievement of significant goals. Most classes should not be taught in a large lecture environment, and in fact, the University's classrooms will not accommodate this approach. One way to maintain a positive underactive environment is to keep the student-faculty ratio approximately 18 to 20 to 1, as well as provide the student support services necessary to ensure a positive campus experience. Within this framework, the University will continue to improve student skills in the areas of writing, analysis, critical thinking and problem solving. The creation of a general education curriculum that offers a world view, specialized fields of study that rank among the best, and learning resources to keep students at the forefront of knowledge will aid graduates in their quest for a superior education. The University will continue to evaluate its student advising system as well as develop an assessment program to validate teaching and learning.

Faculty Development. The University must allocate more resources to the recruitment and retention of highly qualified faculty. Moreover, efforts will continue to provide more funding for faculty development as well as establish a Faculty Development Center to coordinate programs and activities. This includes funds for travel to professional conferences, support services to improve teaching styles, and the purchase of computers and instructional equipment necessary to support the academic programs. The University will also continue to encourage faculty to engage in research, as well as identify resources to accomplish this goal. Increasingly, the University will continue to support faculty research through grants, student assistants, and other needed resources. Pittsburg State will also concentrate on increasing the participation of its faculty in exchange programs with other countries to encourage them to develop international perspectives in the courses they teach.

Faculty Diversity. The University will expand its efforts to achieve greater faculty diversity. Efforts must continue to increase the number of minority faculty. Over the next ten years, the University plans to recruit more minority faculty until such time as the mix of the faculty reflects

the composition of the general population of the region. The University has addressed gender equity issues and plans to appoint more women to tenure-earning positions in this decade. This may require assisting women who are currently working in non-tenure earning positions to secure a doctorate in high-demand disciplines.

Alumni. Pittsburg State University recognizes the valuable resource of its world-wide network of alumni and friends. Efforts will continue to strengthen ties with these people through alumni relations and opportunities for them to provide the University with their expertise, advice, and financial resources. The University will publish newsletters for each school to keep the alumni apprised of academic developments. The University will also publish a magazine and a report to inform alumni and friends of major advances.

Pittsburg State University Foundation. The Pittsburg State University Foundation must grow to provide essential private resources for quality enhancements in the University. The endowment funds for scholarships must increase at a rapid pace to attract more qualified students to the University. The Foundation will also cooperate with the University in the $100 million Campaign For Pittsburg State University: Centennial 2003 Fund.

Land Acquisition. The completion of the Kansas Technology Center and the Fine and Performing Arts Center will fully utilize the current land owned by the University. Little land remains to accommodate future expansion which makes it vital to the long-term viability of the University to acquire adjacent property to accommodate future growth and development. Therefore, the University plans to purchase more than 180 acres of property contiguous to the eastern part of the campus. Additional property can serve the needs of athletics facilities, student housing, ancillary research centers, and physical plant operations.

Athletics. The University competes successfully on a national level in a number of sports as well as in the Mid-America Intercollegiate Athletics Association. However, the ultimate goal is to compete successfully on the national level in all intercollegiate sports at the National Collegiate Athletics Association Division II level, as well as continue a strong participation in the Mid-America Intercollegiate Athletics Association. The University's future athletics goals will continue to focus on academically qualified student athletes and excellent coaches who teach athletics skills and also serve as role models. The University will also continue to provide outstanding facilities in which to compete.

Planning. Pittsburg State University has developed a planning model which has served the University well. A process that begins with the faculty and staff, planning currently involves all constituent groups, with the President making final decisions for the University's long-range planning after considering the range of options presented. The planning and vision process will be expanded the present three to five years to eight to twelve years. With the help of such groups as Advisory Councils and the University Councillors, Pittsburg State will set the priorities to guide the University into the 21st century and beyond through a comprehensive, master strategic planning process buttressed and complemented by the existing planning model.

APPENDIX 13

PITTSBURG STATE UNIVERSITY FOUNDATION
BOARD OF TRUSTEES

1992-1993

President:	John B. Towner 805 Elmwood Lane Pittsburg, KS 66762
Vice President:	Duane Lawellin 2820 Illinois Joplin, MO 64802
Secretary:	Joseph G. Smoot 1809 Heritage Road Pittsburg, KS 66762
Treasurer:	John D. Patterson Rt. 3, Box 654 Pittsburg, KS 66762

Members:

O. W. "Jack" Armstrong 2000 Skyline Drive Bartlesville, OK 74006	Gerald W. Barnard 16 Woodcliff Drive Oswego, KS 67536
Kenneth K. Bateman 1206 East Quincy Pittsburg, KS 66762	Thomas E. Beal 5001 West 86th Terrace Prairie Village, KS 66207
O. Gene Bicknell National Pizza Company 100 North Pine Pittsburg, KS 66762	Waneta I. Childress 805 West 4th Webb City, MO 64870
Deanna M. Fields 807 Elmwood Lane Pittsburg, KS 66762	Gary J. Cinotto Miners State Bank PO Box 1021 Frontenac, KS 66762
J. Carl Daugherty P.O. Box 62 Columbus, KS 66725	Frank D. Dunnick 703 North Summit Girard, KS 66743
William A. Freeman 345 Ridgeview Drive Erie, PA 16505	Roger D. Gladden 2021 East 34th Place Joplin, MO 64804
William R. Hagman 301 Winwood Street Pittsburg, KS 66762	Donald M. Holsinger 1453 Bitner Place Pittsburg, KS 66762

Gene E. Irvin
12 North Ohio
Adrian, MO 64720

Howard M. McKee
1244 Stratford Road
Kansas City, MO 64113

Troy Michie, Jr. (Deceased)
2052 St. Nick Street
New Orleans, LA 70131

Peter T. Monsour
Route 5, Box 18
Pittsburg, KS 66762

Helen E. Rennick
800 Elmwood Lane
Pittsburg, KS 66762

William H. Shute
804 South Catalpa Street
Pittsburg, KS 66762

Guy E. Sutherland
1821 Glynnwood Drive
Bartlesville, OK 74006

Donald C. Widner
1301 Woodland Terrace
Pittsburg, KS 66762

Wendell L. Wilkinson
1002 South College
Pittsburg, KS 66762

George A. Zugmier
8802 E. San Rafael
Scottsdale, AZ 85260

Kenneth Ike Loy
Loy and Loy
112 West 4th Street
Pittsburg, KS 66762

Edythe C. McNally
1010 South College
Pittsburg, KS 66762

William S. Miller
405 Winwood
Pittsburg, KS 66762

George E. Pitzer
2406 South Homer Street
Pittsburg, KS 66762

August Rua
702 Elmwood Lane
Pittsburg, KS 66762

Michael W. Slack
1406 Franklin Road
Pittsburg, KS 66762

Gary L. Wall
3120 Briggs Street
Parsons, KS 67357

Paul L. Wilbert
311 Winwood Drive
Pittsburg, KS 66762

Donald W. Wilson
515 East Ford Street
Pittsburg, KS 66762

APPENDIX 14

PITTSBURG STATE UNIVERSITY FOUNDATION, INC.

BY LAWS

Adopted July 1, 1985
Amended September 8, 1989; August 20, 1993

ARTICLE I

Name and Location

Section 1. The name of the corporation shall be the Pittsburg State University Foundation.

Section 2. The principal office and registered office shall be located at the Cecil and Eva C. Wilkinson Alumni Center, Ford and Joplin Street, Pittsburg, Kansas 66762.

Section 3. Other offices for the transaction of business shall be at such places as the Board of Trustees may, from time to time, determine and designate.

ARTICLE II

Purpose

Section 1. The purposes for which said Corporation is formed are the support of an educational undertaking, to-wit, the Pittsburg State University, and to that end to receive and hold in trust any property, real and personal, given devised, bequeathed, given in trust, or in any other way made over to the said Corporation for the use or benefit of Pittsburg State University, or of any student or professor therein as such, or of any department thereof, or for the carrying on at said institution of any line of work, teaching, or investigation, or contract research, which the donor, grantor, or testator may designate; to invest or disburse all moneys so received, and generally to care for, manage, administer and control all such property so received, and to carry out the wishes and to see the funds and property so received are applied to the uses specified by the donors; or, in case the gift, devise or bequest is a general one, then to such uses as may be agreed on by the Board of Trustees.

Section 2. The term for which the Foundation shall exist is in perpetuity.

ARTICLE III

Members

Section 1. There shall be two categories of members of this Corporation, honorary and active, with each category exercising full membership rights.

Section 2. Honorary members may be elected for life by the Board of Trustees.

Section 3. Active members will be designated each year by the Board of Trustees as those who make a minimum contribution to the Foundation as specified by the Board of Trustees each year at its annual meeting. Membership rights will be based in a current fiscal year on a minimum gift during the previous or current fiscal year.

Section 4. An annual meeting of members shall be held at the principal location of the corporation on the day and at the time to be set each year by the President of the Foundation, and written notice of such meeting shall be served by United States mail upon all members of the corporation at least fifteen days prior to the day of said meeting. At such meeting, the members shall elect Trustees to serve three year terms. The immediate past president of the Foundation shall be elected to the Board of Trustees if eligible to serve. At the first election, eight (8) members shall be elected for 3 year terms, eight (8) members shall be elected for 2 year terms, and eight (8) members shall be elected for a 1 year term. They may also elect those who have given extended service on the Board as trustees emeritus of the Foundation. Trustees emeritus will receive special reports, notices, and communications from time to time and may also be invited by the chairman to attend meetings.

Section 5. A special meeting of the members, to be held at the same place as the annual meeting, may be called at any time by a written request of the majority of the Board of Trustees, or by the President or, in his absence, by the Vice President. It shall be the duty of the President, or Vice President or Board of Trustees to call such a meeting whenever so requested by fifty (50) percent of the members of the corporation. Notice of the time and place of all special meetings of the members shall be mailed by the Secretary to each member at least ten (10) days before the date thereof.

Section 6. The President, or, in his absence, the Vice President shall preside at all such meetings.

Section 7. At every meeting, each member shall be entitled to cast one vote, which vote may be cast either in person or by proxy. All proxies shall be in writing and shall be

filed with the Secretary and the same entered of record in the minutes of the meeting.

Section 8. A quorum for the transaction of business for any meeting shall consist of those members of the corporation who attend or have submitted their proxy.

Section 9. The members shall have power, by a majority vote at any annual or special meeting, to remove any Member, Trustee, or officer from office.

Section 10. The books, records and accounts of the corporation shall be open to the inspection of any and every member, and such member shall have the right and privilege to examine said books, records and accounts of the corporation at any time.

Section 11. The President of the University, the Vice President for Development and Public Relations, and Director of Development, the Vice President for Business and Fiscal Affairs, the Director of Alumni Relations shall be ex-officio non-voting members of the Foundation. The President of the Alumni Association shall be an ex-officio voting member of the Foundation.

ARTICLE IV

Trustees

Section 1. The business and property of the corporation shall be managed by the Board of Trustees, consisting of not less than twenty-four (24) and not to exceed thirty-six (36) elected members and those provided for by Section 10 of this Article IV. The number of trustees shall be established from time to time by a majority vote of those present at any regular meeting of the Board of Trustees. As a qualification for election thereof, it shall be necessary that a Trustee be a member of said corporation. The Trustees shall be elected by the Members of the Foundation and shall receive no compensation for their services as Trustees. A majority shall be alumni of Pittsburg State University. Vacancies occurring on the Board of Trustees shall be filled by an affirmative vote of a majority of the remaining Trustees at any regular or special meeting. The Trustee or Trustees so chosen shall hold office until the next annual election and until their successors shall be duly elected and qualified. A quorum shall be a majority of the Trustees.

Section 2. The President of the Foundation shall serve as chairman of the Board of Trustees and the Vice President of the Foundation shall serve as Vice Chairman of the Board of Trustees.

Section 3. The regular annual meeting of the Trustees shall be held in the principal office of the corporation immediately after the adjournment of each annual members' meeting. The Trustees shall elect the officers of the Board of Trustees at this meeting. The past President of the Foundation shall serve as temporary chairman of the Trustees for the election of officers. At this meeting other regular meetings for the ensuing year shall be scheduled.

Section 4. Special meetings of the Board of Trustees, to be held at any place, may be called by the chairman and, in his absence, by the Vice Chairman. By consent of two-thirds of the Trustees, such meetings of the Board may be held, without notice, at any time and place.

Section 5. Notice of all such special meetings of the Board of Trustees shall be mailed to each Trustee by the Secretary at least ten (10) days previous to the time fixed for the meeting. All notices of such meeting shall state the purpose thereof. Notice of any special meeting may be waived by the Trustees, and the presence of any Trustee at any meeting shall be deemed to constitute a waiver of notice of such meeting.

Section 6. A quorum for the transaction of business at any meeting shall consist of a majority of the members of the Board of Trustees, but the members present at any regular or special meeting, although less than a quorum, shall have power to adjourn the meeting to a future time and, from time to time thereafter, until a quorum shall be present.

Section 7. The Trustees shall elect officers of the corporation, such election to be held at the annual Trustees' meeting following each annual members' meeting, and if such election is not held at such meeting, the same may be held at any subsequent meeting of the Board of Trustees.

Section 8.

(a) The Trustees may select an Executive Director to manage the business and property of the corporation during the interim between annual meetings of the Board of Trustees and shall fix the salary of said Executive Director, and as a qualification for said position, it shall not be necessary that the person so employed be a member of the corporation or Trustee.

(b) In the absence of an appointment under "Section 8a" above, the Executive Committee shall meet on call to perform the functions outlined in "Section 8a".

Section 9. At each annual members meetings, the Board of Trustees shall submit a statement of the business transacted during the preceding year, together with a report of the general financial condition of the Corporation.

Section 10. The President of the University, the Vice President for Development and Public Relations, the Director of Development, the Vice President for Business and Fiscal Affairs shall be ex-officio non-voting members of the Board of Trustees in addition to the twenty-four (24) elected members. The President of the Alumni Association shall be an ex-officio voting member.

ARTICLE V

Indemnification

Section 1. Actions by Others. The Corporation shall indemnify any person who was or is a party, or is threatened to be made a party, to any threatened, pending or completed action, suit or proceeding, whether civil, criminal, administrative or investigative, other than an action by or in the right of the Corporation, by reason of the fact that he is or was a trustee, officer, employee or agent of the Corporation or is or was serving at the request of the Corporation as a trustee, officer, employee or agent of another company, partnership, joint venture, trust or other enterprise, against expenses, judgments, fines and amounts paid in settlement actually and reasonably incurred by him in connection with such action, suit or proceeding, including attorneys' fees, if he acted in good faith and in a manner he reasonably believed to be in or not opposed to the best interests of the Corporation; and with respect to any criminal action or proceeding, had no reasonable cause to believe his conduct was unlawful. The termination of any action, suit or proceeding by judgment, order, settlement, conviction, or upon a plea of nolo contendere or its equivalent, shall not, of itself, create a presumption that the person did not act in good faith and in a manner which he reasonably believed to be in or not opposed to the best interests of the Corporation, and, with respect to any criminal action or proceeding, had reasonable cause to believe that his conduct was unlawful.

Section 2. Action By Corporation. The Corporation shall indemnify any person who was or is a party, or is threatened to be made a party, to any threatened, pending, or completed action or suit by or in the right of the Corporation to procure a judgment in its favor by reason of the fact that he is or was a trustee, officer, employee or agent of the Corporation, or is or was serving at the request of the Corporation as a trustee, officer, employee or agent of another company, partnership, joint venture, trust or other

enterprise against expenses actually and reasonably incurred by him in connection with the defense or settlement of such action or suit, including attorneys' fees, if he acted in good faith and in a manner he reasonably believed to be in or not opposed to the best interests of the Corporation and except that no indemnification shall be made in respect of any claim, issue or matter as to which such person shall have been adjudged to be liable to the Corporation unless and only to the extent that the court in which such action or suit was brought shall determine upon application that, despite the adjudication of liability but in view of all the circumstances of the case, such person is fairly and reasonably entitled to indemnity for such expenses which the Court shall deem proper.

Section 3. Successful Defense. To the extent that a trustee, officer, employee or agent of the Corporation has been successful on the merits or otherwise in defense of any action, suit or proceeding referred to in Sections 1 and 2 of this Article V, or in defense of any claim, issue or matter therein, he shall be indemnified against expenses actually and reasonably incurred by such person in connection therewith, including attorneys' fees.

Section 4. Determination. Any indemnification under Sections 1 and 2 of this Article V, unless ordered by a court, shall be made by the Corporation only as authorized in the specific case upon a determination that indemnification of the trustee, officer, employee or agent is proper in the circumstances because he has met the applicable standard of conduct set forth in Sections 1 and 2 of this Article V. Such determination shall be made (1) by the board of trustees by a majority vote of a quorum consisting of trustees who were not parties to such action, suit or proceeding, or (2) if such a quorum is not obtainable, or even if obtainable, a quorum of disinterested trustees so direct, by independent legal counsel in a written opinion, or (3) by the stockholders.

Section 5. Advance Reimbursement. Expenses incurred by a trustee or officer in defending a civil or criminal action, suit or proceeding may be paid by the Corporation in advance of the final disposition of such action, suit or proceeding upon receipt of an undertaking by or on behalf of the trustee, officer, employee or agent to repay such amount if it shall ultimately be determined that the trustee or officer is not entitled to be indemnified by the Corporation as authorized in this section.

Section 6. Non Exclusive. The indemnification and advancement of expenses provided for herein shall not be deemed exclusive of any other rights to which those seeking indemnification or advancement of expenses may be entitled under any by-law, agreement, vote of stockholders or

disinterested trustees or otherwise, both as to action in his official capacity and as to action in another capacity while holding such office.

Section 7. Insurance. The Corporation shall have the power to purchase and maintain insurance on behalf of any person who is or was a trustee, officer, employee or agent of the Corporation, or is or was serving at the request of the Corporation as a trustee, officer, employee or agent of another company, partnership, joint venture, trust or other enterprise against any liability asserted against him and incurred by him in any such capacity, or arising out of his status as such, whether or not the Corporation would have the power to indemnify him against such liability under the provisions of this section.

Section 8. Resulting--Constituent Corporation. For purposes of this by-law provision, references to "the Corporation" shall include, in addition to the resulting corporation, any constituent corporation (including any constituent of a constituent) absorbed in a consolidation or merger which, if its separate existence had continued, would have had power and authority to indemnify its trustees, officers and employees or agents, so that any person who is or was a trustee, officer, employee or agent of such constituent corporation, or is or was serving at the request of such constituent corporation as a trustee, officer, employee or agent of another company, partnership, joint venture, trust or other enterprise, shall stand in the same position under this section with respect to the resulting or surviving corporation as such person would have with respect to such constituent corporation if its separate existence had continued.

Section 9. Definitions. For purposes of this by-law provision, references to "other enterprises" shall include employee benefit plans; references to "fines" shall include any excise taxes assessed on a person with respect to any employee benefit plan; and references to "serving at the request of the Corporation" shall include any service as a trustee, officer, employee or agent of the Corporation which imposes duties on, or involves services by, such trustee, officer, employee or agent with respect to any employee benefit plan, its participants or beneficiaries; and a person who acted in good faith and in a manner such person reasonably believed to be in the interest of the participants and beneficiaries of an employee benefit plan shall be deemed to have acted in a manner "not opposed to the best interests of the Corporation" as referred to in this section. As used herein, the term "agent" shall not include independent contractors hired to provide goods or services for or on behalf of the Corporation.

Section 10. Former Directors, Etc. The indemnification and advancements of expenses provided by, or granted pursuant to this by-law provision shall continue as to a person who has ceased to be a trustee, officer, employee or agent and shall inure to the benefit of the heirs, executors and administrators of such person.

ARTICLE VI

Officers

Section 1. The officers of this corporation shall be a President, a Vice President, a Secretary and a Treasurer. The President, the Vice President, and the Secretary shall be elected for a term of one year and shall hold office until their successors are duly elected and qualified. No one shall be eligible to hold any office who is not a member of the corporation, and any such officer who ceases to be a member of the corporation shall cease to hold said office on the termination of his membership in said corporation. The office of Treasurer shall be held by the Vice President for Business and Fiscal Affairs of Pittsburg State University.

Section 2. The President shall preside at all Board of Trustee and Members meetings; shall have general supervision over the affairs of the corporation and over the other officers; shall sign all written contracts of the corporation, and may sign checks, and shall perform all such other duties as are incident to his office. In case of the absence or disability of the President, his duties shall be performed by the Vice President.

Section 3. The Secretary shall issue notices of all Board of Trustees and members meetings and shall attend and keep the minutes of the same; shall have charge of all corporate books, records and papers; shall have custody of the corporate seal; shall attest with his signature and impress with the corporate seal all written contracts of the corporation; and shall perform all such other duties as are incident to his office.

Section 4. The Treasurer shall have custody of all money and securities of the corporation and shall give bond in such sum and with such sureties as the Board of Trustees may require conditioned upon the faithful performance of the duties of his office. He shall sign checks of the corporation, shall keep regular books of account and shall submit them, together with all his vouchers, receipts, records and other papers, to the Board of Trustees for their examination and approval as often as they may require, and shall perform all such other duties as are incident to this office.

ARTICLE VII

Committees

Section 1. The Executive Committee shall be elected by the Board of Trustees and shall consist of five (5) members of the Board of Trustees. The members of the Executive Committee will normally include the following: Chairman of the Board of Trustees, who will serve as Chairman of the Executive Committee; Vice Chairman of the Board of Trustees; Secretary of the Board of Trustees; the immediate past President of the Foundation may also be elected to serve on the Executive committee if a member of the Board of Trustees. The President of Pittsburg State University, the Vice President for Development and Public Relations of Pittsburg State University, and the Vice President for Business and Fiscal Affairs of the Pittsburg State University shall serve as ex-officio non-voting members of the Executive Committee. The Executive Committee shall have and may exercise all the powers of the Board of Trustees in the management of the business and affairs of the Foundation during the intervals between meetings of the Board, except the power to fill vacancies on the Board and the power to amend the By Laws. The Executive Committee may make rules for the conduct of its business. A majority of the voting members of the Executive Committee shall constitute a quorum.

Section 2. Standing Committees. The Board of Trustees shall establish the following committees in conducting the affairs of the Foundation:

a. Development Committee. The Board of Trustees shall elect the five (5) members of this committee, one of whom shall be designated Chairman, annually. A majority of the committee shall constitute a quorum for any meeting. The committee shall establish fund-raising plans and goals for the Foundation.

b. Investment Committee. The Board of Trustees shall elect the five (5) members of this committee, one of whom shall be designated Chairman, annually. A majority of the committee shall constitute a quorum. The Treasurer of the Foundation shall be a member of this committee. The committee shall invest the funds of the Foundation in keeping with policies set by the Board of Trustees. The committee may engage appropriate investment counsel on approval from the Board of Trustees in the management of the Foundation's assets and in keeping with the fiduciary responsibility of the Trustees to realize adequate investment returns.

c. Finance Committee. The Board of Trustees shall elect the five (5) members of this committee, one of whom shall be designated Chairman, annually. A majority of the committee shall constitute a quorum for any meeting. The committee shall prepare the annual Foundation budget and be responsible for the management of the building and grounds of the Alumni Center.

Section 3. The Board of Trustees shall establish other standing committees as required and elect the members each year.

ARTICLE VIII

Finances

Section 1. The funds of the corporation shall be deposited in such bank or banks as the Board of Trustees shall designate and shall be withdrawn only upon check or order of the Treasurer and such other officers as may be designated by the Board of Trustees.

Section 2. An annual audit of the funds and property of this corporation shall be made and a report thereof submitted to each member of the Board of Trustees, and will be made available to any member of the Foundation upon request.

ARTICLE IX

Seal

Section 1. The Board of Trustees shall provide a suitable seal for the corporation and it shall bear the name of the corporation and the word "Seal." Such seal shall be impressed upon all contracts, conveyances and written instruments as may require the seal of the corporation.

ARTICLE X

Amendments

Section 1. These By Laws may be amended, changed or altered by the affirmative vote of two-thirds of those present at any regular meeting of the Board of Trustees, subject to the power of the members to amend, alter or repeal the By Laws; provided, however, that notice of any such action by the Board of Trustees shall be given to each member of the Foundation not a member of the Board of Trustees having voting rights within thirty (30) days after the date of such change by the Board of Trustees.

APPENDIX 15

PITTSBURG STATE UNIVERSITY FOUNDATION

NACUBO ENDOWMENT STUDY FOR FY 1992

By

Joseph G. Smoot

On July 1, 1985, the Endowment Association established in 1951 and the Alumni Foundation established in 1970, merged to become the Pittsburg State University Foundation, Incorporated. The Pittsburg State University Foundation Board of Trustees engaged the United Missouri Investment Counsel Service of Kansas City in January, 1986, to manage the Foundation assets. In 1992, the PSU Foundation Board of Trustees secured the services of DeMarche Associates of Kansas City, investment consultants, to conduct an on-going performance evaluation of the investment managers.

Pittsburg State University participated in its first endowment study conducted by the National Association of College and University Business Officers (NACUBO) in FY 1989. NACUBO has published these studies since 1971, and they contain the most comprehensive analysis of endowment investment data available for colleges and universities. Page numbers in this report refer to the 1992 NACUBO Endowment Study (Washington, D.C.: National Association of College and University Business Officers, 1992). Pittsburg State University's code number in this study is 373. Cambridge Associates, Inc., prepared the NACUBO study.

This fourth report of the Pittsburg State University Foundation endowment investment data provides comparisons with other colleges and universities for FY 1992. We now have reliable information for a six-year period to help assess the management of PSU Foundation assets. Pittsburg State University included endowment investment data for FY 1989, when participating in its first study, as well as endowment investment data for the previous two fiscal years, FY 1987 and FY 1988. Since the Pittsburg State University endowment assets first came under professional management in January, 1986, FY 1987 was the first full year of the investment of the funds under the care of the United Missouri Investment Counsel Service. This provides the University with six years of NACUBO comparative endowment investment data. Cumulative ten-year returns will not be available for the Pittsburg State University endowment investment data until after FY 1996 has been completed.

ENDOWMENT RANK BY ASSETS. Table 1 gives the rank of the Pittsburg State University Foundation's endowment assets during the past four fiscal years. Of the 419 institutions with endowment assets (24 more than in FY 1991) responding to the NACUBO survey, the Pittsburg State University Foundation ranked 373rd with $13,766,000 in endowment assets. That placed PSU at a rank of 10.98% above the smallest endowment fund of the 419 institutions responding. In the four years that the University has participated in the NACUBO Endowment Study, the PSU Foundation has gradually

risen in the total pool of institutions reporting their endowment assets beginning at 4.55% in FY 1989. In 1989, PSU's endowment assets exceeded those of only 15 other institutions in the study.

Table 1
PITTSBURG STATE UNIVERSITY FOUNDATION ENDOWMENT FUNDS
RANK COMPARED TO OTHER INSTITUTIONS

	PSU RANK	TOTAL NUMBER	PERCENT ABOVE SMALLEST	PSU ASSETS*
FY 1989	315	330	04.55	6,233,000
FY 1990	340	367	07.36	9,009,000
FY 1991	361	395	08.61	10,994,000
FY 1992	373	419	10.98	13,766,000

* Market Value

In the three intervening years, 89 new institutions have participated in the study. In FY 1992, PSU's total endowment assets exceeded those of 46 other colleges and universities in the NACUBO study.

Public institutions ranked lower than Pittsburg State University included the University of Rhode Island (375), Grand Valley State University (377), Fort Hays State University (378), Southern Illinois University (379), Kent State University (382), University of North Texas (389), Eastern Illinois University (393), Eastern Michigan University (394), Ferris State University (403), Central Michigan University (404), the University of North Carolina at Wilmington (405), Western Illinois University (408), University of North Carolina at Asheville (409), State

University of New York at Albany (412), Indiana University of Pennsylvania (418), and Murray State University (419). (See Exhibit 2, pp. 21-30).

ENDOWMENT RANK BY FTE STUDENTS. Table 2 reveals the rank of the Pittsburg State University Foundation assets for

Table 2
PITTSBURG STATE UNIVERSITY FOUNDATION ENDOWMENT FUND RANK COMPARED TO FULL TIME EQUIVALENT STUDENTS IN PUBLIC INSTITUTIONS

	PSU RANK	TOTAL NUMBER	PERCENT ABOVE SMALLEST	PSU ASSETS FTE STUDENTS
FY 1989	69	92	15.85	$1,299
FY 1990	61	101	39.96	1,786
FY 1991	60	106	43.40	2,239
FY 1992	59	116	49.14	2,623

FY 1992 compared to the full time equivalent students enrolled. The total dollars of endowment for each full-time equivalent student constitutes an important assessment of the strength of an endowment fund and the impact it has on the institution. In this measure, Pittsburg State ranked 59th of 116 public colleges and universities with $2,623 per FTE student. This measure places Pittsburg State University ahead of fifty-seven public universities including well-known ones such as Oklahoma State University (63), Michigan State University (66), University of Kentucky (67), University of Arizona (69), University of Illinois (90), Iowa State University (98), and Arizona State University (See Exhibit 4, pp. 32-34).

RATE OF SPENDING. Rate of spending is another way to compare management of endowment assets. Endowment spending as a percentage of the market value of endowment funds declined in FY 1992. Public institutions spent 3.2% and private institutions spent 4.4%. For endowment funds under $25,000,000, the spending rate was 4.4%. Pittsburg State University currently spends all income. Some institutions strive to increase endowment assets through a controlled spending policy in order to keep them current with inflation increases. The Pittsburg State University Foundation engaged DeMarche Associates in 1992 to help develop a spending policy. The Foundation Board of Trustees subsequently adopted a spending policy of 5% of a three year moving average of market values plus 1% for operating expenses effective for FY 1993. (See Exhibit 8, p. 45; Exhibit 9, pp. 47-73).

INVESTMENT ALLOCATION. Pittsburg State University endowment assets include investments of 89.1% in marketable securities. The PSU Foundation included a value for the Alumni Center property of $1,500,000 in its FY 1992 assets. The dollar-weighted mean of all foundation assets in the NACUBO Endowment Study is 89.5% in marketable securities, 3.9% in non-marketable securities, 3.0% in non-campus real estate, 1.3% in campus real estate, and 2.3% in other investments. (See Exhibit 11, p. 75).

The NACUBO study includes comparative information in the FY 1992 report concerning investment allocations. Table

3 provides the investment allocation of the Pittsburg State University endowment funds for the past four fiscal years. In FY 1992, the PSU 32.5% of the endowment funds were invested domestic common stock compared to a dollar-weighted mean of 46.8% for all institutions, 47.0% was invested in

Table 3
PITTSBURG STATE UNIVERSITY FOUNDATION ENDOWMENT FUND INVESTMENT ALLOCATION

	DOMESTIC COMMON STOCK		DOMESTIC FIXED INCOME		DOMESTIC CASH AND CASH EQUIVALENTS	
	PSU	ALL	PSU	ALL	PSU	ALL
FY 1989	33.1	48.1	49.5	26.8	17.4	9.4
FY 1990	37.6	47.4	50.0	28.9	12.4	8.1
FY 1991	38.1	46.1	46.4	29.6	15.4	7.3
FY 1992	32.5	46.8	47.0	29.2	20.5	6.3

domestic fixed income compared to a dollar-weighted mean of 29.2% for all institutions, and 20.5% in remained in domestic cash and cash equivalents compared to a dollar-weighted mean of 6.3% for all institutions. These allocations reflected an investment policy of 40% in equities and 60% in fixed income. (See Exhibit 12, p. 83; Exhibit 27A, pp. 192-193).

All institutions with Investment Pools under $25,000,000 had an asset allocation of 44.6% in stock, 39.9% in fixed income, and 10.8% in cash and cash equivalents. Public institutions had 43.0% in stock, 40.3% in fixed income, and 10.1% in cash and cash equivalents. Pittsburg State University's excessive cash investments did not

produce the income needed from a significant portion of the endowment funds to assure a stronger performance in FY 1992. (See Exhibit 26, pp. 172-173).

NOMINAL ACTUAL RETURNS. Table 4 summarizes nominal (actual) returns of 419 institutions profiled in the Investment Pool Nominal (Actual) Return exhibit of the report. Pittsburg State University Foundation endowment investments realized a 9.5% return in FY 1992 compared to the dollar-weighted mean of 14.0% for all institutions.

Table 4
PITTSBURG STATE UNIVERSITY FOUNDATION ENDOWMENT FUNDS
INVESTMENT NOMINAL (ACTUAL) RETURNS

	PSU RETURNS	DLR-WTD RETURNS	S&P 500 INDEX	LB GOVT/CORP INDEX	CPI
FY 1987	14.3	16.3	25.1	4.7	3.7
FY 1988	6.3	1.3	7.0	7.5	3.8
FY 1989	12.8	14.8	20.6	12.3	5.3
FY 1990	8.9	10.8	16.5	7.1	4.4
FY 1991	15.2	6.0	7.4	10.2	4.6
FY 1992	9.5	14.0	13.4	14.2	3.0

The under performance of the United Missouri Investment Council Service in fixed investments, failure to invest equities to the 40% level provided by the policy, and the excessive amount of 20.5% invested in cash and cash equivalents help to explain the weaker investment returns for FY 1992 as compared with the other 419 institutions. Overall, the United Missouri Investment Counsel Service has exceeded the dollar-weighted mean only twice, FY 1988 and FY

1991, in the six fiscal years profiled. (See Exhibit 17A, p. 105).

AVERAGE ANNUAL COMPOUND NOMINAL (ACTUAL) RETURNS. Table 5 compares the Pittsburg State University Foundation average annual compound nominal returns for one, two, three, four, five, and six years. These comparisons reveal that the PSU endowment investment returns exceed those for all institutions in every period except for the FY 1992 fiscal year. For one year, FY 1992, the PSU Foundation realized a 9.5% return compared to an equal-weighted mean for all institutions of 13.1%. The weaker performance of the PSU

Table 5
PITTSBURG STATE UNIVERSITY FOUNDATION ENDOWMENT FUNDS
AVERAGE ANNUAL COMPOUND NOMINAL (ACTUAL) RETURNS

	PSU RETURNS	EQL-WTD RETURNS	S&P 500 INDEX	LB Govt/Corp INDEX	CPI
1 YR 1992	9.5	13.1	13.4	14.2	3.0
2 YRS 91-92	12.3	10.1	10.4	12.2	3.8
3 YRS 90-92	11.1	9.9	12.4	10.5	4.0
4 YRS 89-92	11.6	10.9	14.4	10.9	4.3
5 YRS 88-92	10.5	8.9	9.7	10.2	4.2
6 YRS 87-92	11.1	9.7	12.1	9.3	4.1

Foundation endowment funds in FY 1992 may further erode the cumulative investment return performance unless a significant change occurs in FY 1993. (See Exhibit 18A, p. 116).

AVERAGE ANNUAL COMPOUND RETURNS. Table 6 records comparative data for one, three, and five year periods of the annual compound returns for institutions in the pool.

The Pittsburg State University Endowment Funds average annual compound return of 9.5% for FY 1992 ranked the Foundation 313th among 352 institutions that reported FY 1992 investment returns. The three-year average of 11.1% gave the PSU Foundation a rank of 85th of 304 institutions that reported investment returns. The five-year average of 10.5% gave the Pittsburg State University Foundation a rank

Table 6
PITTSBURG STATE UNIVERSITY FOUNDATION ENDOWMENT FUNDS
RANK BY AVERAGE ANNUAL COMPOUND RETURNS

	1 YEAR 1992			3 YEARS 1990-92			5 YEARS 1988-92		
	Return%	Rank	No	Return%	Rank	No	Return%	Rank	No
FY 1989	12.7	167	278	11.1	53	243			
FY 1990	8.9	169	311	9.3	55	275			
FY 1991	15.2	6	333	12.3	52	304	11.4	23	260
FY 1992	9.5	313	352	11.1	85	333	10.5	41	296

of 41st of 296 institutions. Obviously, these longer investment periods demonstrate the over-all effectiveness investment strategy that the Pittsburg State University Foundation Board of Trustees has pursued with the United Missouri Investment Council Service. (See Exhibit 20, p. 136, #373).

REAL RETURNS. Table 7 reveals that the Investment Pool Real Return (adjusted for inflation) for the Pittsburg State University endowment investments was 6.3% in FY 1992 compared to a dollar-weighted mean of 10.7% for all institutions. Pittsburg State University endowment investments have exceeded the dollar-weighted mean for all

institutions in two of the six years in the study. It should be noted that the equity investment policy probably accounts for this performance. The policy has permitted an the investment of 40% of the endowment assets in equities but usually, the percentage has been closer to 30%. In the two years that the PSU endowment assets realized significant

Table 7
PITTSBURG STATE UNIVERSITY FOUNDATION ENDOWMENT FUNDS
INVESTMENT REAL RETURNS

	PSU RETURNS	DLR-WTD RETURNS	PERCENT DIFFER	S&P 500 INDEX	LB GOVT/CORP INDEX	CPI
FY 1987	10.3	12.2	1.9-	20.6	1.0	3.7
FY 1988	2.4	2.4-	4.8	10.4-	3.5	3.8
FY 1989	7.2	9.1	1.9-	14.5	6.7	5.3
FY 1990	4.3	6.1	1.8-	11.6	2.6	4.4
FY 1991	10.2	1.4	8.6	2.7	5.4	4.6
FY 1992	6.3	10.7	4.4-	10.2	10.9	3.0

higher returns, FY 1988 and FY 1991, the S&P 500 index had its two lowest performances in the six-year period. The significant question that Pittsburg State University Foundation must answer is whether the greater increases in equity returns during the four good years would have off-set weaker equity performances in the two years of market decline. (See Exhibit 23A, p. 148).

The real return allows for a factor of inflation based on the Consumer Price Index (CPI). The CPI percent used was 3.0% for FY 1992. (See p. 105).

AVERAGE ANNUAL COMPOUND REAL RETURNS. Table 8 reveals that the Investment Pool Average Annual Compound Real Return for the PSU Foundation was 6.3% in FY 1992 compared to an equal-weighted mean of 9.9% for all institutions. The Pittsburg State University endowment funds exceeded the equal-weighted mean of all institutions for all of the periods reviewed except for the most recent one-year period. (See Exhibit 24A, p. 151).

Table 8
PITTSBURG STATE UNIVERSITY FOUNDATION ENDOWMENT FUNDS
AVERAGE ANNUAL COMPOUND REAL RETURNS

	PSU RETURNS	EQL-WTD RETURNS	PERCENT DIFFER	S&P 500 INDEX	LB Govt/Corp INDEX
1 YR 1992	6.3	9.9	3.6-	10.2	10.9
2 YRS 91-92	8.2	6.1	2.1	6.4	8.1
3 YRS 90-92	6.9	5.7	1.2	8.1	6.2
4 YRS 89-92	7.0	6.3	0.7	9.6	4.4
5 YRS 88-92	6.0	4.5	1.5	5.3	5.8
6 YRS 87-92	6.7	5.3	1.4	7.7	5.0

The Investment Pool Real Returns for funds of $25,000,000 and under had an Average Annual Compound Real Return of 8.9% for FY 1992, while for the three years (FYs 1990-1992) it was 5.2%, and for five years (FYs 1988-1992) it was 4.1%. For public institutions, the one-year performance for FY 1992 was 9.4%, it was 5.5% for the three years of FY 1990-1992, and it was 4.4% for the five years of FY 1988-1992. (See Exhibit 21, p. 137).

SUMMARY. Monitoring the investment returns of Pittsburg State University Foundation assets through participation in the NACUBO Endowment studies provides a

means of comparing the investment performance with that of other college and universities in the United States. The Board of Trustees and the Investment Committee of the Pittsburg State University Foundation have set a goal of a 10% investment return annually on endowment assets. Working closely with the United Missouri Investment Council Service and DeMarche Associates, the PSU Foundation realized this goal in FY 1993 with an investment return reported by UMICS of 10.57%. It will require constant attention to investment strategies to determine ultimately the success of the Foundation in managing the investment assets for a reasonable return consistent with a low level of risk.

APPENDIX 16

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PITTSBURG STATE UNIVERSITY
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ATHLETICS ADVISORY COUNCIL

1992-1993

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APPENDIX 17

PITTSBURG STATE UNIVERSITY

STUDENT EDUCATION PROGRAMS
ALUMNI AND DEVELOPMENT ACTIVITIES

The Offices of Alumni Relations and Development at Pittsburg State University have created several programs to help with the identification and cultivation of students to support alumni and private giving activities. Three groups organized to assist these offices include the Student Alumni Association, the Student Foundation Board, and the Senior Class Gift Steering Council.

Getting acquainted with these students involved in the activities of the three groups enables the University personnel to pre-screen future chapter leaders, community volunteers, alumni board of directors members, and donors. In turn, these future alumni can get a head start networking with other graduates, develop a deeper appreciation for their alma mater, and gain valuable experience through their involvement with a varied range of activities.

The ability to cultivate students to become active and supportive alumni before their graduation provides the Offices of Alumni Relations and Development with an excellent opportunity to create a solid future leadership group. These students develop a sense of loyalty to their University which instills the importance of their financial support in future years.

STUDENT ALUMNI ASSOCIATION

The Student Alumni Association, organized in the late 1970s, assists the PSU Alumni Association and the Office of Alumni Relations with their mission. Since its beginning, more than 200 students have actively served the Alumni Association through various programs. The Student Alumni Association brings students, alumni, University administrators and faculty, and friends of Pittsburg State closer together. Student Alumni Association members serve as a viable link between the alumni of today and alumni of the future.

The Student Alumni Association currently sponsors or participates in a variety of University projects that help to create mutually beneficial relationships with University constituents. The main activities include a variety of opportunities for student leadership in alumni and development affairs.

Leadership Activities. The Office of Alumni Relations conducts a Retreat in the summer for the officers of the Student Alumni Association to orient them to the PSU Alumni Association and the activities of the Student Alumni Association. During the year, the Office of Alumni Relations and the PSU Alumni Association conduct a Student Leadership Seminar that includes all members of the Student Alumni Association.

Alumni Chapter meetings. Members of the Student Alumni Association join people from the University generally, the

Office of Alumni Relations, and the Office of Development in attending Alumni Chapter meetings throughout the year. This enables the students to meet a wide range of professionals who are alumni of the University. It teaches them the importance in keeping in touch with fellow alumni and the continuing development of the University. They, in turn, remind alumni of the mission of the University and their need to continue to support it.

Alumni Association Membership Phonathon. The Student Alumni Association members participate in the week long phonathon to secure memberships in the PSU Alumni Association. This gives the students an opportunity to interact with alumni and teaches them the importance of linking alumni to the University.

VISA Card Promotion. Many students attend the Career and Decision Day sponsored by the University. About thirty companies set up booths to assist students in their job search. The Nursing and Allied Health Fair also features career opportunities for University students. The Student Alumni Association members promote the VISA card at these events. They give away a Senior T-shirt to those who sign up for a VISA card.

Homecoming Activities. Students from the Student Alumni Association lead campus tours for returning alumni. This enables them to become acquainted with current alumni and also recognize the traditions on campus. They become acquainted with University history and the events of

Homecoming. They also work on the University Homecoming Steering Committee.

University Activities. Members of the Student Alumni Association participate in various University activities such as the CARES program and other events. This gives them exposure to various facets of the University. The students participate in the Survival Kits Program during examination week at the end of the Fall and Spring semesters. Parents sponsor these kits that contain food and other items for students who are under the stress of taking final examinations.

Foundation Phonathon. Student Alumni Association members assist in the PSU Foundation Phonathon each year. They help in securing student callers and also in making calls themselves. This interaction with students and alumni helps them understand the importance of private support for the University.

Alumni Career Network. The Student Alumni Association works with the PSU Alumni Association in sponsoring a Career Night in which students come to hear a speaker from the University Career Office on searching for a job. They also feature the JOB BANK, USA, a national data-base used in many universities to assist students in securing employment. Approximately 125 seniors attend the event. The Student Alumni Association members gain valuable experience in working with the other students that also benefits them personally.

Senior Recognition. The Student Alumni Association members participate in the Senior Send Off which has consisted of a grill-out in April in past years. Next year, a Senior Week has been planned by the Student Alumni Association and The Student Foundation Board. An event recognizing seniors will take place each day during Senior Week.

Through the activities of the Student Alumni Association, participating students learn about alumni and development work. At least one student in recent years has chosen a professional career in these areas. The students appreciate the value of the service they give and truly believe that they make a significant contribution to the growth of the University.

STUDENT FOUNDATION BOARD

The Student Foundation Board was organized in the fall of 1989 as the Student Advisory Phonathon Committee. The Director of Annual Giving selected outstanding student leaders representing all aspects of student life to serve on the Committee.

The objectives for the Committee included: (1) Assist and advise the Office of Development in the procurement of student involvement for the PSU Foundation Phonathon; (2) Assist in promoting and making presentations to the PSU Foundation Phonathon student groups, social organizations, and residence halls students; and (3) Encourage student

leadership in those groups to become involved in the Phonathon.

The Student Foundation Board has been a key ingredient in the recruitment of student assistance with the Phonathon. Student funds raised during the Phonathon have increased each year since the organization of this group.

In the spring of 1992, the Office of Development expanded the Student Advisory Phonathon Committee into the current Student Foundation Board. The enhancement of student participation in the Foundation Phonathon remains the primary objective but their scope has broadened to include a Senior Gift Program, involvement with the Campaign for Pittsburg State University: Centennial 2003 Fund, and a parent's organization.

During the spring of 1992, the Student Foundation Board established the Senior Gift Program with the Class of 1993. During FY 1993, the Student Foundation Board helped guide the Senior Gift Program until class leadership emerged through the Senior Gift Steering Committee.

Since 1989, nineteen outstanding leaders have served as part of an extremely successful Student Foundation Board. Three of those individuals have been chosen outstanding senior man/woman on campus, three have served as Student Government Association President or Vice-President and most have become a finalist for outstanding senior on campus.

Each year, the Student Foundation Board members have increased their involvement with the PSU Foundation. They

have attended the kick-off breakfast for the Community and Faculty/Staff Campaigns. This provides an excellent way for the volunteers to meet students that they will directly help by raising scholarship funds. The opportunity also helps to educate some of the University's top students of the importance of private giving relative to the academic quality of their education.

SENIOR GIFT STEERING COUNCIL

Senior Class gifts began at Pittsburg State in 1906. The last class gift was made to Kansas State College at Pittsburg in 1976. The Class of 1993 elected to establish the Senior Gift Program. Forty outstanding juniors agreed to serve on the Class of 1993 Senior Gift Steering Committee. They represented all University student constituents including Greeks, athletics, academic departments, international students, and those living in campus housing.

Primarily, the purpose is to develop the tradition of giving by recent graduates. Also, the project provides an opportunity for the Senior Class to make a gift to the University in recognition of the education they received as well as unite the Class in a final project before graduation.

The Senior Gift Steering Council formally launched their program in the spring of 1992 with an organizational gathering. They began monthly meetings in the fall. Their

responsibilities focused on the following: (1) select the Senior Class Gift to present to the University by the Class; (2) develop and conduct the fund-raising effort required to finance the project; and (3) assist with two free activities for seniors, one in the fall and one in the spring.

The Office of Development conducts an extensive educational program for these senior leaders that adds a unique perspective to their education at Pittsburg State University. Several meetings each year focus on specific topics related to the University and the need to support it on a continuing basis. Special guest speakers at each meeting enhanced the council members' understanding of the University, the PSU Foundation, volunteerism, the PSU Alumni Association, the history of senior gifts, and the nature of philanthropy.

The Class of 1993 chose as their gift a 35-foot bell tower. They set a goal of $12,000 in pledges, and succeeded in raising over $25,000 from 212 seniors. The fall event, a Sunday afternoon reception at the President's home, was attended by 77 seniors. The spring event attracted 150 seniors to a home basketball game with special plans for their participation at the game. These two events helped create a sense of unity for a central core representing the Class of 1993.

The benefit of the Senior Gift Program helps graduating students create a life-long bond with each other and with their alma mater. They learn to work on a project and

achieve success. They experience the pleasure of giving which teaches them an important value in life. Pittsburg State University will certainly be stronger in future years because of the loyalty of students who participated in the Senior Gift Program.

Pittsburg State has organized a cooperative effort through the Offices of Alumni Relations and Development to relate to students as they prepare to leave the University to become alumni. These plans and programs will reap rich dividends for the University in the years ahead. From time to time, these programs will be reviewed for further refinement.

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